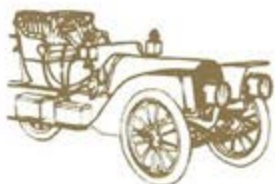




*The H.H. Franklin Club*  
Cazenovia College  
Cazenovia, N.Y. 13035

*The History of  
The H.H. Franklin  
Manufacturing Company*



*Book 1  
1892-1910  
Entry #1 thru Entry #372  
(includes entries #373 to 379)*

*Book 2  
1911-1931  
Entry #380 thru Entry #1051*

*(see Presidents Message in ACON #136, July, 1999, about the donation of Book 2)*

*The H.H. Franklin Club, Inc. Library*



# HISTORY

H. H. FRANKLIN MFG. CO.

BOOK No. 2 - 1911-1931

Entry Nos 380 Thru No. 1051

For details regarding the discovery  
and donation of Book 2 See Message  
of Franklin Club President in Issue  
No.136 AIR COOLED NEWS dated July 1999

GENEROUSLY DONATED TO  
THE H.H. FRANKLIN CLUB, INC.  
BY JON "SANTA" MCKAIG  
1999

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## THE PRESIDENT'S MESSAGE



For the Franklin Club, the Internet is a treasure! You can search and find out about anything in the universe, including the Franklin Club at:

[www.FranklinCar.org](http://www.FranklinCar.org)

Frank Hantak, our Webmaster, makes it possible for you to find out about all kinds of Club history, to contact officers, find out about our meets and get e-mail addresses for many members. It's cheaper than a phone call, when you're on line there's never a busy signal and you can print out the questions, answers and idle chatter.

It's also a great way to find people with interests that are similar to yours. With my Internet service provider, I can post a "profile" of my interests so that other people can find me with the click of a button. My Franklin e-mail address is: [HHFCPres@aol.com](mailto:HHFCPres@aol.com) In my profile I have information about the Franklin Company and Franklin Club.

On February 11th of this year, I received an interesting e-mail. The gentleman sending the message "had a long history of arms-length association with the H.H. Franklin Co. My father worked for the company that bought out The H.H. Franklin Co. after it went bankrupt ... In the acquisition he came across the number two book of the original board of directors meetings... Can you tell me if there is any value to the Board of Directors meeting book and if so what or how much (is it worth). I was thinking of donating it to the museum in Syracuse, for I don't think my children have any interest in it."

I immediately wrote back and I told him about my family history with Franklin automobiles and my long time affiliation with the Club. He and I corresponded several more times, and here is an excerpt from his e-mail dated February 24:

"Santa has a present(s) for you!... In this wondrous box is the "History" of the H.H. Franklin Car Co. (book two) starting with the year 1911... It appears to be a daily record of (Franklin Company) activity."

"Also in this wondrous box were... five (5) 'original' patents issued to H.H. Franklin. Herbert George

*Continued on top of Page 5.*

3

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## THE PRESIDENT'S MESSAGE *Continued from Page 3*

Underwood (assigned to H.H. Franklin) and A.J. Bosse."

"These patents were issued in the year 1894 by Canada (patent nos. 47442 & 47443). One patent was issued to H.H. Franklin on 08/06/1910 in France. It is complete with handwritten text (in French) and the notification ads.

"I suppose it is safe to assume that you would like the patents along with the history notebook.

"...if I send these items to you, ...it is going to cost you. The price would be a letter on either H.H. Franklin Motor Co letterhead or the Club's letterhead... I ask not for myself but would like to display the letter in a frame for ALL of my family to see."

The donation from "Santa" arrived in the mail and, lo and behold, the "board" book is actually the history of the H.H. Franklin Manufacturing Company, Book 2, from 1911 to 1931.

It's in a 5"x8" leather ring binder with each page individually typed. Listings in the book include a car accident in which Mr. Franklin and his chauffeur were injured in 1930, the dates when the commercial car and

truck divisions were discontinued, and when a smoke stack went up on one of the buildings. Each entry is in chronological order, individually numbered and most are specifically dated.

The 5 patents - one French, one German, two Canadian and one US - are for die casting methods at the Franklin Manufacturing Company. Each patent has it's original ribbon and wax seal. They are in beautiful condition.

If it wasn't for the Internet, these items might have been thrown in the trash as just a bunch of old papers. But because "Santa" took the time to find out if anyone had an interest in these items, they are now part of the Club archive. This is a valuable addition to our Franklin history. I immediately made "Santa" a member of the Franklin Club. His generous donation will be available, soon, in reprint through the Club Library.

The bonus in this package was a picture of "Santa" - and he is the REAL Santa! The beard, the suit - everything is perfect. So if you didn't believe in Santa before, you should now.

From ACN 136, July 1999

380.

In October 1911 Mr. F. V. Coville was appointed Purchasing Agent in place of Mr. W. G. Linsey, resigned.

361.

The following branches were disposed of in November 1911:

Syracuse Branch, discontinued.

Boston Branch, Mr. O. A. Lawton, formerly manager of the Branch, bought out the sales-room and repair shop.

Buffalo Branch, Mr. Geo. Ostendorf took over our interests.

Pittsburgh Branch, Mr. W. Murray Carr, formerly salesman at the Branch, bought out the business.

382.

In December 1911, Mr. G. A. Tisdale, formerly traveling salesman for the Commercial Car Department, bought the New York City sales-room and Mr. John J. Kerwin bought the repair shop end of the business.

383.

January 1, 1912. Mr. J. G. Barker was made Acting Sales Manager of the Franklin Automobile Company in place of Mr. Herbert Hess, who resigned to enter business for himself.

384.

The Commercial Car Department was discontinued in November 1911.

385.

February 15, 1912, we sold the St. Louis Branch to Messrs. Klein & Dwyre and the Albany Branch to Clarence G. Heck.

386.

At the <sup>17th</sup> annual meeting of the company held January 24, 1912, the same officers and directors who served during the past year were reelected.

387. June 1, 1912, Mr. F. J. Haynes, superintendent of factory, resigned and Mr. John Wilkinson took over the shop management. *J.M*
388. September 17, 1912. a carburetor patent, No. 1038699 was issued to John Wilkinson and all right, title and interest in and to above patent was assigned by Mr. Wilkinson to the H. H. Franklin Mfg. Co.
389. November 1, 1912, we vacated the Brown, Curtis & Brown Bldg.
390. In December 1912 the work of installing an impounding basin in Harbor Brook was completed at a cost of \$5,461.12. An agreement had been made with the Intercepting Sewer Board of Syracuse for this work.
391. In December 1912. Mr. Ralph Murphy, formerly resident engineer on the Pacific Coast. became head of the Sundry Division of the Sales Department, and in July 1913 this division was made a department of itself and called Service Department.
392. In November 1912 a down town showroom was opened for the sale of Franklin cars.
393. Additional scrap sheds were provided in October 1912 at a cost of about \$875.
394. Mr. W. F. Kneip took over the Baltimore Branch in January 1913. Mr. Kneip was formerly commercial car engineer at factory.

395.

In January 1913 the capital stock of the H. H. Franklin Mfg. Co. was increased from \$300,000 to \$1,500,000 to consist of 15,000 shares at the par of \$100 per share; \$1,200,000 to be so classified that \$600,000 thereof, consisting of 6000 shares to be Common Stock and \$600,000 to be Preferred Stock, the Preferred Stock to have preference and priority over the Common Stock now issued. The Preferred Stock to pay 7% per annum, payable semi-annually on the first days of July and January of each year, out of the surplus earnings of the company. This stock to sell at \$100 per share and redeemable at \$110. For the retirement of the Preferred Stock the company will provide annually from its surplus a sinking fund of at least 5% of the issued and outstanding Preferred Stock.

396.

At the annual meeting of the H. H. Franklin Mfg. Co., held January 22, 1913, <sup>18d.</sup> Mr. John Wilkinson was elected vice-president of the company in place of Mr. G. H. Stilwell and Mr. Stilwell was elected vice-president of the Franklin Automobile Co. in place of Mr. Wilkinson.

A 200% stock dividend was declared to be paid in the Common Stock of the company to the holders of the outstanding Common Stock.

397.

The Cleveland Branch of the Franklin Automobile Co. was sold to the Echenroth Sales Co. in January 1913, and in February the Rochester Branch was disposed of to MacCollum & Stevens.

398.

May 1, 1913, we vacated the Dey Time Register Building.

399.

In March 1913 Building V was completed. The erection of this building was begun July 1912 and is a one-story fire-proof building located in Gifford Street. The outside dimensions are 153' x 175', inside 151' x 173'; total floor space 26,123 square feet. Cost of building \$55,577.79. Sundry repair shop, sundry stock room and machine shop are located in this building.

400.

April 10, 1913, we purchased the property at 718 Gifford Street of John Gaffke for \$3000.

401.

June 20, 1913, Mr. S. G. Averell, in a Franklin roadster on Long Island, established a record of 83.5 miles on one gallon of gasoline, which is the world's record for gasoline economy. The test was held under the auspices of the Automobile Club of America. Mr. Herbert Chase, laboratory engineer of the Club, accompanied Mr. Averell as official observer. The oil consumption was less than one-eighth of a pint.

402.

July 3, 1913, final payment of \$1500 due on rear axle gearing patent, which patent we purchased of Mr. L. E. Hoffman in June 1910, was made to Grace E. Hoffman, Executrix of the estate of L. E. Hoffman. The purchase price of the patent was \$7000 to be paid as follows: \$2500 down; \$1500 June 20, 1911; \$1500 June 20, 1912; \$1500 June 20, 1913. Mr. Hoffman was to retain a shop right in patent.

403.

Early in 1912 it was decided to manufacture only one model which would be a small, light six-cylinder car to be made in six body styles, touring roadster, coupe, sedan, berlin and limousine. Under our no-yearly-model plan it was series four. The first car was shipped September 29, 1913 and was called Franklin Six-Thirty. The price was made \$2300. Formerly this type of car sold for \$2900. The reduction was brought about by scientific manufacturing which was the result of the installation of the Taylor system in our factory. The preliminary survey of this system was made in May 1908 by Mr. Carl G. Barth and the work of planning for the system began in August 1910, Mr. Barth making his first visit. The work was carried on in a very ineffectual manner until January 1, 1912. From that time on the general production scheme was put into effect and has since gradually developed. Mr. Barth has not been with us since November 1911, and previous to that time he was here on an average of four days a month, for one year. From November 1, 1911. until November 1913, Mr. George D. Babcock handled the work independently. In November 1913 we began to make a study of standardizing machines.

404.

October 15, 1913, we sold the San Francisco Branch to Mr. John F. McLain; Cincinnati Branch to Mr. Newman Samuels and the Chicago Branch to Mr. F. H. Sanders. All branches of the Franklin Automobile Company are now disposed of.

404a.

Service Department took over the wash room November 1913 and the sundry machine shop January 1914.



405. December 11, 1913, Mr. Franklin left for Seattle, Wash. The dealers from the cities in the northwest, including Mr. McLain of San Francisco, came to Seattle to visit Mr. Franklin. Four days were spent there, one day in Chicago, returning. Arrived home December 24.

406. January 1, 1914, we were compelled to discontinue taking on any more dealers until June or July. Our present dealers are asking for more cars than they contracted for and we are bound to take care of them to the best of our ability. The demand is much heavier than we expected at this season of the year.

407. The factory and offices were open New Year's Day.

408. Catalogue regarding the Six-Thirty car was the first catalogue to be printed in our own print shop.

409. January 1, 1914, Mr. G. H. Stilwell retired from active service in the company to accept position as Corporation Counsel for the city. Legal Department was discontinued and such matters as insurance, accidents, motor-car licenses, chauffeur's licenses, collections, acknowledgment of all papers, securing of permits, etc., etc., were placed in the hands of the Treasurer.

410. At a special meeting of the stockholders of the company, held January 14, 1914, it was voted to increase the number of Directors from seven to eight.

411. At the annual meeting of the company held January 28, 1914, the following directors were elected: H. H. Franklin, John Wilkinson, E. H. Dann, A. T. Brown, W. C. Lipe, G. H. Stilwell, F. A. Barton and Arthur Holmes. The following officers were elected:

H. H. Franklin, President,  
John Wilkinson, Vice-President,  
F. A. Barton, Secretary-Treasurer.

At the annual meeting of the Franklin Automobile Company held same day, the following Directors were elected: H. H. Franklin, John Wilkinson, E. H. Dann, F. A. Barton and Arthur Holmes.

Officers elected were:

H. H. Franklin, President,  
Arthur Holmes, Vice-President,  
F. A. Barton, Secretary-Treasurer.

412.

In January 1914, the plant exits for employes were changed. Instead of employes coming out the main gate on Geddes Street, the first gate on West Marcellus Street is to be used for this purpose, but after 7 A.M. and 1 P.M. the second gate (near freight house) is to be used.

413.

Mr. Holmes left for a trip to the Pacific Coast January 25, 1914 and returned February 12. Following cities were visited: Chicago, Pendleton, Walla Walla, Seattle, Portland, San Francisco, Los Angeles, San Diego, Kansas City, St. Louis, Cincinnati.

414.

February 16, 1914. Mr. Arthur Holmes took over the management of the Sales Department.

On May 1, 1914, a National Economy Test was held by Franklin dealers all over the country. The object of the run was to see how many miles could be obtained on a gallon of gasoline; 94 dealers participating. Average mileage was 32.8; highest mileage 51.2, lowest 17.2. Following is copy of rules and regulations of the run; also fac simile of poster giving all records.

## RULES AND REGULATIONS

1. **Date:** Test to be made on Friday morning, May 1, regardless of road or weather conditions.

2. **Equipment:** Test to be made with Franklin Six-Thirty touring car. Tires should be inflated to at least 75 pounds. Top and glass front should be down unless weather prevents. Car to carry regular stock equipment only.

Disconnect main gasoline tank and use an ordinary two-gallon oil can instead, turned up-side-down, and fastened to lamp bracket. A gallon measure, which has been certified to by your local Sealer of Weights and Measures, should be used to measure gasoline.

3. **Fuel:** Use ONE gallon of ordinary grade of gasoline testing between 60 and 65°. DO NOT use a Special High Test Gasoline.

4. **Observers:** Test to be supervised by two disinterested parties of unquestionable standing, preferably an officer of your local automobile club and a representative of the press.

**Duties of Observers:** See that trip register on speedometer is at zero. Take accurate reading of speedometer and mark it down—at close of test take another reading of speedometer—results to be reported in miles and fractions thereof.

Observers should satisfy themselves that the one gallon of gasoline has been properly measured and that main tank is disconnected.

Observers should inspect piping and tank, see that measurements are accurate and that everything is as represented so that there may be no cause for questioning the run.

5. **Passenger Load:** To consist of driver and two observers only, one to sit in front with driver.
6. **Route:** Lay out your course so that you can return to starting point. Start to be made from your own place of business, automobile club headquarters or from a prominent hotel, and cover a well known route so it will serve as a check on mileage shown by speedometer.
7. **Weight:** Car should be weighed on city scales immediately after test is

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completed and while the observers are still in car. We want total weight of car including driver and two observers.

**8. Speed:** For maximum economy maintain as near 18 miles per hour as possible except when coasting. Coasting has always been allowed in official economy trials. Call observers attention to fact you will coast wherever you can.

**9. Report:** Result to be attested to by driver and observers before a Notary Public on certificate already furnished you.

Immediately at close of test send telegram or night letter to Franklin Automobile Company, Syracuse, N. Y., giving—

1. Mileage secured.
2. Condition of roads.
3. Condition of weather.
4. Name of driver.
5. Weight of car including driver and observers.
6. State whether top and glass front were up or down.

Follow telegram by letter confirming all points and give full details.

FRANKLIN AUTOMOBILE COMPANY  
Syracuse N Y

# The Franklin Six-Thirty

## Proved Economy!

## Again

The light-weight direct-cooled Franklin makes a nation-wide record.

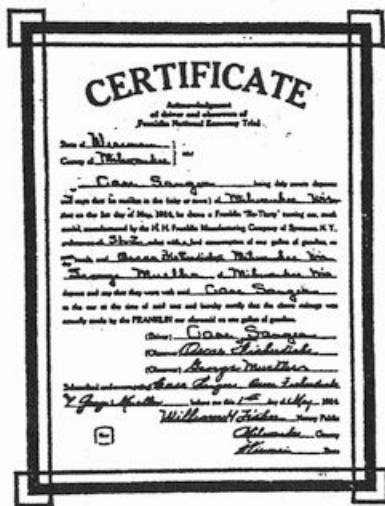
Ninety-four Franklin cars simultaneously make record runs averaging

# 32.8 Miles

on

# One Gallon of Gasoline

Copy of Certificate of Best Record



A booklet giving all details of this practical test will be mailed on request.

FRANKLIN AUTOMOBILE COMPANY

Syracuse New York

# 2725 Pounds; 4½ Inch Tires



## The Story

On May 1st, 94 Franklin dealers in the United States and Canada, in 94 Franklin Six-Thirty stock touring cars, regardless of weather conditions, made a test to demonstrate the best possible mileage on one gallon of gasoline. In each case the run was made over such a course that the finish was as close to the starting point as possible.

Each test was made with two official observers, and results sworn to before a Notary Public. The test represents the average of 94 cars, 94 drivers, various road conditions, all kinds of weather, different grades of gasoline and therefore what can be obtained by skillful driving in a scientifically light-weight six-cylinder direct-cooled car.

## Certified Individual Records:

City	Dealer	Weather	Record	City	Dealer	Weather	Record
Milwaukee, Wis.	Wm. F. Seeger	Fair	31.2	Binghamton, N. Y.	R. H. Lewis	Fair	32.8
Cantonville, Md.	A. E. Gross	Fair	31.9	Dallas, Miss.	D. Pacha, Jr.	Windy	32.7
Roxon, Mass.	Otto A. Larson	Fair	32.5	S. Paul, Minn.	A. N. Clark	Fair	32.6
New Haven, Conn.	Covell Tolman	Fair	32.6	Washington, D. C.	David S. Hendrick	Fair	32.4
Seattle, Wash.	Wm. W. Kiehl	Fair	32.9	St. E. Hotel	S. E. Hotel	Fair	32.2
Kansas City, Mo.	E. F. Williams	Cool	32.9	Lansing, Wis.	E. Lowrey	Fair	32.1
Mississippi, Miss.	L. A. McKel	Windy	32.8	Edgemoor, N. Y.	William M. Davis	Fair	31.7
Scottsboro, Wash.	J. A. Nichols, Jr.	Windy	32.5	Tomson, Pa.	O. D. DeWitt	Fair	31.7
Elizabeth, N. J.	F. V. Price, Jr.	Windy	31.2	Poughkeepsie, N. Y.	William M. Davis	Windy	31.6
Syracuse, N. Y.	T. A. Young	Windy	32.3	Wilkes-Barre, Pa.	William M. Davis	Windy	31.6
Salt Lake City, Utah	J. E. Lowrey	Wet	32.1	Oakland, Cal.	Frank Barish	Windy	31.6
Canton, Ohio	Geo. W. Hadden	Fair	32.9	Great Falls, Mont.	R. D. Whitson	Fair	31.4
Sioux City, Ia.	Thomas Harpaly	Fair	32.5	Chicago, Ill.	Chicago	Fair	31.3
New York City	G. A. Thielke	Windy	32.4	San Antonio, Texas	L. F. Bohling	Rain	30.8
Alton, Ohio	A. Amble, Jr.	Fair	32.3	Flushing, Pa.	W. Henry Carr	Fair	30.8
Portland, Ore.	J. C. Brady	Fair	32.1	Edin, Pa.	J. G. Caldwell	Windy	30.8
Philadelphia, Pa.	James Swanton, Jr.	Windy	32.3	Olean, N. Y.	W. W. Garboust	Windy	30.4
Waukegan, Mass.	James B. Stephens	Fair	32.9	Edinboro, Pa.	Harold W. Ross	Fair	30.3
B. Louis, Mo.	Joe R. Dyer	Fair	32.9	Newark, N. Y.	A. M. Jones	Windy	30.8
York, Pa.	T. S. Pfeiffer	Windy	32.9	Colorado Springs, Colo.	C. W. Bika	Rain	30.9
Cincinnati, Ohio	Norman Samuel	Fair	32.3	Dallas, Texas	W. G. Landry	Fair	30.8
Springfield, Mass.	W. W. Andrews	Fair	32.5	Suburgate, Wis.	N. F. Hanson	Windy	30.8
Auburn, N. Y.	George H. Leonard	Windy	32.4	Reading, Ark.	George Hegeman	Rain	29.6
Harrisburg, N. Y.	John Menden	Fair	32.6	Sioux Falls, S. D.	Ernest Brown	Fair	30.1
San Francisco, Cal.	John P. McInnis	Windy	32.1	Flushing, Pa.	James M. Kallbach	Fair	29.8
San Harbor, Me.	Fred L. Savage	Fair	32.1	Buffalo, N. Y.	George Casselot	Windy	27.2
Baltimore, Md.	W. F. Knapp	Windy	32.3	Yonkers, Ohio	J. Schabert	Windy	28.1
Charlotte, N. C.	J. B. Woodside	Windy	32.9	San Angelo, Texas	M. C. Rapahel	Rain	30.3
Groveville, N. Y.	W. W. McCannell	Fair	32.7	Durand, Colo.	F. C. Collier	Rain	30.3
Hagerstown, Md.	H. E. Baker	Fair	32.3	Washington, Ia.	Henry S. Smith	Fair	30.2
Wardensburg, Ia.	R. H. Cramer	Wet	32.1	Portland, Me.	W. M. Chellis	Fair	30.2
Louisville, Ky.	George M. Younger	Fair	32.1	Crowspring, Pa.	E. L. Tesser	Fair	29.7
San Jose, Cal.	J. W. Jones	Fair	32.9	Passaic, N. J.	A. J. Hughes	Fair	29.2
Rochester, N. Y.	G. R. MacCollum	Windy	32.6	La Crosse, Wis.	Alfred James	Fair	29.9
Newark, N. J.	R. C. Hissell	Rain	32.5	Harrisonville, Mo.	L. E. Yost	Windy	29.0
Providence, R. I.	Walter L. Wilson	Fair	32.4	Shawboro, La.	W. H. Johnson	Fair	29.4
Newark, N. J.	W. L. Mallon	Fair	32.4	St. F. Der	E. F. Der	Fair	29.0
Bridgeport, Conn.	Little Rock, Ark.	Windy	32.4	W. H. Johnson	W. H. Johnson	Fair	29.7
Waltham, Mass.	V. J. Edberg	Windy	32.4	San Francisco, Cal.	C. R. Wood	Fair	29.7
Little Rock, Ark.	R. H. Tarr	Windy	34.1	Concord, Mich.	John Vlachon	Fair	29.5
Waltham, Mass.	J. J. Edberg	Windy	34.9	W. H. Johnson	G. H. Crow	Fair	29.0
Newburgh, N. Y.	George Moore	Fair	32.9	Sanger, Mo.	Edwin O. Hall	Windy	29.2
Hartford, Conn.	H. P. Seymour	Windy	32.5	Colaburg, Ill.	E. T. Brown	Fair	28.5
Washington, Ore.	I. W. McGovern	Fair	32.6	Lawrence, Pa.	C. W. Johnson	Windy	19.9
Purman, Conn.	O. C. Bessworth	Windy	32.3	Abandon, S. D.	C. M. Worthington	Fair	19.3
Deyers, Ohio	F. B. Henthorn	Fair	32.3	Georgetown, Texas	T. L. Corred	Rain	17.2
Albany, N. Y.	G. C. Hatch	Windy	32.1				
San Diego, Cal.	Wilcox S. Smith	Rain	33.1				

Average . . . . . 32.8

Wall hanger—3 x 4 feet—which went out to Franklin dealers immediately after contest. The hanger tells briefly the story of the trials and contains a list of the dealers, their addresses, their mileage and the weather that prevailed on

the day of the test. Lower left is a certification by the driver and the observer. Upper right is a map showing the widespread area over which the trials were held, each black dot being a contesting dealer.

416.

July 1, 1914, Mr. Murphy was appointed Chief Engineer in place of Mr. Holmes who had entered Sales Department.

(426)

417.

In order to establish air-cooling for all time, a National Cooling Test was held on September 24, 1914. Dealers were to drive their cars 100 miles each without stopping the engine. 116 dealers finished the run, three were barred for minor troubles. Each dealer made a sworn affidavit of the number of miles traveling, time required for the run, gasoline and oil used and weather conditions.

418.

During the last two weeks of November we inaugurated a selling-a-car-a-week campaign and it proved so successful that we announced a sales campaign and prize contest for the month of December for dealers and salesmen. We divided the prize list into three classes, A, B and C and the prizes were as follows:

CLASS A - Dealers With Salesmen

- \$1000 in cash to the dealer who sold and paid for the largest number of cars before January 1, 1915
- 800 for the second largest
- 600 " " third "
- 400 " " fourth "
- 200 " " fifth "
- 100 " " sixth "

CLASS B - Dealers Without Salesmen

- \$1000 in cash to the dealer who sold and paid for the largest number of cars before January 1, 1915
- 900 for the second largest
- 800 " " third "
- 700 " " fourth "
- 600 " " fifth "
- 500 " " sixth "
- 400 " " seventh "
- 300 " " eighth "
- 200 " " ninth "
- 100 " " tenth "

CLASS C - For Salesmen Only.

\$1000 to the dealer's salesman making the largest number of sales of cars paid for before January 1, 1915

800	for the second largest number
600	" " third " "
400	" " fourth " "
200	" " fifth " "
100	" " sixth " "

Dealers were required to make entry blanks for any salesmen in their employ who entered contest and at the end of the month were required to fill out a blank form, which was furnished by us, showing who made the sales, which blank was certified to before a Notary Public.

The plan only applied to cars taken and paid for during December 1914, and did not apply on cars for delivery after January 1, 1915, nor did it apply on enclosed cars, as they were practically all sold.

Each dealer was given an allotment of cars on the basis of the business done to date. On all tourings and roadsters sold and paid for in December, we paid \$100 extra, and if the dealer's whole allotment was sold we paid \$50 extra per car. This arrangement, however, was confidential to dealers.

In Class A 21 dealers competed, the six leaders being Boston, 24; Los Angeles, 24; Philadelphia, 24; San Francisco, 24; Chicago, 19; Lexington, 11.

In Class B, 69 dealers competed, the ten leaders being Syracuse, 20; Auburn, 17; Denver, 15; Reading, 14; Cincinnati, 13; Portland, Ore., 12; New Haven, 11; Washington, D.C., 11; Buffalo, 10; Springfield, 9.

In Class C, 15 salesmen competed, the six leaders being G. A. Boyer, San Francisco, 16; B. R. Tillson, Boston, 15; W. A. Hoblit, Los Angeles, 13; W. M. Phillips, Lexington, Ky., 11; W. E. Butler, Chicago, 10; J. A. Payne, Philadelphia, 8.

Total campaign sales, 475; total enclosed cars, 37; Grand total 512.



419.

On January 27, 1915, the annual meeting of the H. H. Franklin Mfg. Co. and the Franklin Automobile Co. held and the officers and directors of previous year were re-elected.

420.

Mr. Wilkinson left for a six weeks trip on the Pacific Coast.

421.

At the New York and Chicago Automobile Shows this year, the Company introduced a new feature of entertaining the dealers at a "Get-Acquainted" dinner. Many interesting matters were discussed and the dealers attending benefited greatly.

At Chicago the Company maintained an office in one of the hotels where business was transacted with dealers rather than at the booth. It proved to be very successful to both dealers and Company officials.

422.

Franklin business for the year 1914 was 86% ahead of the previous year. A much larger increase is looked for during 1915.

423.

On February 24, 1915, a trainload of 36 automobiles was sent to points in the Northwest. It was the first trainload of automobiles to cross the continent. Walla Walla alone took 20 of the cars.

The second trainload left March 27. Twenty-two carloads, the largest single shipment of high-grade automobiles ever made and the largest shipment of merchandise ever leaving Syracuse. Sixty-four automobiles were included, of which 20 were for Walla Walla. The trainload was valued at \$131,000. The freight charges alone amounted to \$6300. Before leaving Syracuse, the train was run through Washington Street at noon and attracted a vast amount of attention. We also received many congratulatory letters from business men on the enterprise.



425. Due to increased production and to lack of space, on January 1, 1915, the apprenticeship system was abandoned.
426. August 31, 1914, the following hours of labor went into effect:
- |                        |                                 |
|------------------------|---------------------------------|
| Hourly labor           | 7 A.M. to 12 M. - 1 P.M.-5 P.M. |
| Monthly & weekly labor | 8 A.M. -12 M. - 1:15 P.M.-5:15  |
| Main office            | " " " "                         |
- Six days per week
- All hourly rates of pay will be increased one cent per hour beginning August 31, 1914.
- During the months of July and August the factory will be closed Saturday afternoons.
427. On May 25, 1915, work was begun on a two-story and basement building at the corner of Magnolia and Gifford Streets. This building will be occupied by the Die-Casting Department. It will be 52x98' long.
428. During June 1915 a showroom was opened in the Annex of the Onondaga Hotel for the purpose of demonstrating to our dealers who came in to sign up contracts, just what a model showroom could be made to look like at a small cost. Photographs taken of the Sales room will be shown in the Weekly Sales Sheet from time to time, so that dealers can fix up their showrooms along the same lines if they desire. The room was rented for four weeks and each week a different window display was shown, so that it could be determined just what influence a moving exhibit in the window had on the crowds passing the store. The first week a polished motor was shown in the window; second week a rear axle was displayed mounted on a platform scale and connected up with a small alternating current motor to set the wheels in motion; third week the different parts of the Franklin which are made in Syracuse, the moving part of the exhibit being a Dyneto electric starting system connected up with a crank shaft; fourth week a section chassis in operation.
- Statistics kept during the four weeks showed that 76,000 people passed store the first week, 23,000 stopped and looked in window, 650 entered, 64 asked for Efficiency Magazine and 40 ladies called.

Second week, 64,000 people passed, 31,000 stopped and looked in window, 259 entered store, 10 asked for Magazine and 26 ladies called.

Third week, 62,000 people passed, 27,000 stopped, 247 entered, 5 asked for Magazine and 33 ladies called.

Fourth week, 48,000 people passed, 20,000 stopped, 314 entered, 22 asked for Magazine and 25 ladies called.

429. At the Directors' meeting held June 16, 1915, it was voted to erect two new buildings, one a five-story building 50x150 on the site of the present test shed, the other, a one-story building 150x154, on Gifford Street west of the repair shop. A large tent was erected on West Marcellus Street in the Lumber yard in order to take care of the test shed while new building is being erected.

430. During 1914 we reduced the price of our touring-car from \$2300 to \$2150 and in July 1915 we made the price \$1950, roadster \$1900. This reduction is brought about by increased efficiency in manufacturing and our ability to lower costs. Production was increased to 3800 cars for the year.

431. In June 1915, the property belonging to Mrs. A. Herrick at 225-227 Magnolia Street, which is just north of the new Die-Casting Building, was purchased for \$4200. This property has a frontage of 65 feet on Magnolia Street.

432. On July 1, 1915, the Preferred Stock of the company was retired at \$110 per share and accrued dividends. A 10% dividend was paid July 1 on Common Stock.

433. August 13, 1915, it was decided to continue the Saturday half holiday.

434. The mortgage on the property held by the Onondaga County Savings Bank was discharged in January 1915.
435. On May 5, 1915, the factory was authorized to build 2600 cars to be added to Series 8 schedule, making 4396 Series 8 cars to be completed June 12, 1916.
436. In the summer of 1915 we exchanged a small parcel of land, about 100x20 feet, fronting on Magnolia Street, for a like parcel in the rear of the Kallfelz property at 215 Magnolia Street. This gives ownership to the company of a piece of property we have been using as a driveway for a number of years without charge from Kallfelz Brothers and will permit of track extensions through factory yard.
437. In August 1915, a professional nurse was engaged to take charge of the First Aid Room.
438. Beginning October 4 the rate of pay of all hourly men was increased two cents per hour.
439. At a meeting of the Board of Directors held September 21, 1915, it was voted to erect a six-story building, 267x62', with ells connecting to main factory building. Work was begun August 6 clearing away houses, etc., on West Marcellus Street where the building is to be erected. Plans for five-story building in center of yard were abandoned.

440.

An agreement was made with the Direct Separator Company for right of way through their property for railroad tracks to the new factory building Y.

441.

Building X (chassis test) was completed in October. Experimental Department was moved into a portion of this building.

442.

Although the factory is crowded to the limit of its capacity in producing cars, we are not working on war orders. In October an order was received from the Russian government for 5000 automobiles, delivery to be made at the rate of 1000 per year beginning one year from date of contract. The order was refused.

443.

From October 15 to November 15 a show-the-car contest was conducted by Sales Department, the idea being to get people to take a ride in the car. Prizes were offered for the ten dealers taking out the most people.

444.

Late in the fall of 1915 a doctor's car was brought out to take the place of the coupe. The car has a seating capacity for four people.

445.

Shipments of cars from the factory during October 1915 show an increase over October 1914 of 34%. Orders increased 80%.

446.

A Series 7 sedan started from New York City at 10:30 A.M. November 17 on a run to Chicago in an oil test, the aim being to cover the distance on not more than one gallon of oil. The run was officially observed by the Technical Laboratory of the Automobile Club of America, the observers being with the car continuously. The run was a non-stop affair, except that the motor was allowed to stop where changes of drivers were made and to take on provisions. Such stops, however, were for not more than 20 or 30 minutes at a time. Route was via Albany, Syracuse, Buffalo, Erie, Cleveland, Toledo and Chicago. The car was on schedule time until it reached Cleveland when, due to the guides not knowing the road and bad storms, 16 hours were lost. Total distance scheduled was 1048 miles but actually 1135 miles were covered. Oil consumption was 8-3/4 pints. Gasoline consumption was 16.4 miles to the gallon. Speed of the car did not exceed 25 miles an hour at any time. The official score as given by the Automobile Club of America was 1046 miles to a gallon of oil.

447.

Die-Casting Department began moving into new building November 16 and finished about December 9.

448.

At a meeting of the Board of Directors held November 17, 1915, it was recommended that the capital stock (Common) of the company be increased to \$2,000,000 and that a stock dividend of 100% be declared, and on December 8 this was authorized. The issue of Preferred Stock, retired last July, to remain the same. This new stock issue is to take care of the expansion of plant and general extension of business. Financed entirely within the company. After stock dividend was taken care of there remained in the treasury 2000 shares of Common besides 6000 shares of Preferred.

449. January 1, 1916, a 100% stock dividend was paid.
- 449-a. The 21st annual meeting of stockholders was held January 26, 1916, same officers and directors being re-elected.
450. During March it was decided to make 10,000 automobiles beginning July 1916.
451. On March 3 the wheels began to turn in the basement of new addition (Bldg. Y), and by April 1 the building was sufficiently finished so that machines, etc., could be moved into it whenever desired. Moving is to be gradual in order not to interfere with production.
452. A photographic equipment has been installed for reproducing paper drawings, thus doing away with tracing.
453. At a special meeting of the stockholders of the company held May 26, it was voted that the requirement of annually providing from its surplus a sinking fund for the retirement of the issued and outstanding Preferred Stock be abolished, and at a meeting of the Board of Directors held June 21 it was decided to offer for sale on July 1 the Preferred Stock of the company to the present stockholders and others at the discretion of the Executive Committee.
454. During June work was begun on a six-story reenforced steel and concrete building 240'x220', connecting west end of Bldg. Y, extending west along property owned by Kallfelz Bros., with a frontage on West Marcellus Street; also a time office building and gate connecting east end of Bldg. Y and west end of Bldg. P. Lumber yard was moved to Kemp & Burpee and D.L. & W.R.R. property on Fayette Street. A temporary shipping room was also erected on the Kemp & Burpee property.
- The new building will be known as Bldg. Z.



455. On September 27, 1916, it was decided by the Executive Committee to construct three more stories on Bldg. Z, i.e. side walls, windows and elevators. The intention is not to equip these additional stories with floors, heat, light, plumbing and equipment until such time as increased production demands.
456. The new dry kilns were put into operation October 5. They are located northwest of the experimental room.
457. During the early part of the manufacturing season, beginning in July, it was found necessary to lease storage space in the Dyneto building, Drennan Building and Heffron Building to take care of finished stock, etc.
458. On October 1, 1916, a graduate physician was installed in charge of first aid department.
459. A pneumatic tube system as a means of communication between office and factory was put into operation in October. This is a saving in time of foreman who have been in the habit of personally going to Planning Department for instructions and information.
460. Mr. Arthur Holmes resigned as Sales Manager and Vice-President of the Franklin Automobile Company to take effect October 1, 1916.
461. The 22nd annual meeting of stockholders was held January 24, 1917. Same officers were elected as last year, except that Mr. Holmes was replaced on the Board of Directors by O. A. Lawton, of Boston. Mr. Wilkinson was elected Vice-President of the Franklin Automobile Company.

432. By the end of January 1917, the whole third floor of Bldg. Z was in use and work on fourth floor being rushed so that we may get that floor into use. Chassis assembly, final assembly and chassis test were moved into permanent quarters in this building. Ramps connect each floor which facilitates quick moving from floor to floor.
- Arrangements were made with the Brown-Lipe Gear Company to purchase steam from them for heating this building. A 4" main from their boilers to the heaters in this building was installed.
433. The Herrick property on Magnolia Street, adjoining the Die-Casting plant, was purchased in February 1917.
434. On July 13, 1917, an Economy Test was held by Franklin dealers in which 179 participated. Mr. Cowles Tolman, dealer at New Haven, Conn., made a record run of 82.8 miles to a gallon of gasoline. Twenty-five dealers made 50 miles or better. Average of all dealers was 40.3 miles to the fallon.
435. August 1917 has the distinction of being the largest month in the company's history in number of cars shipped, 1123 being shipped that month.
436. August 1, 1917, Mr. A. P. Kemp, formerly with the First National Bank, Chicago, came with the company as assistant to Mr. Franklin. He will assume charge of the financial end of the business.
437. Bldg. Y contains 130,144 sq. ft. of floor space and cost \$299,126.38; Bldg. Z 253,498 sq. ft. of floor space and cost \$518,501.45.
438. In November the old test shed in the yard was torn down. This was one of the first buildings erected. Site will be graded and paved.

469. During the latter part of 1917 Mr. G. D. Babcock, production manager, was called for government service. Mr. R. G. Scott assumed management of the shop in his absence, but about December 1 Mr. Scott left on government work and Mr. Dunk took over the management under Mr. Wilkinson's supervision. Later, in order to relieve Mr. Wilkinson of much of the burden it was decided to engage a factory manager and Mr. R. E. Berner, formerly connected with the Buick Company, took charge about January 1, 1918.

470. Sales during 1917 amounted to over \$16,000,000 as against \$6,000,000 for 1916. 8987 automobiles were shipped. In volume of business the Franklin Company was in 13th place for 1917, Ford Company excepted.

471. The 23rd annual meeting of stockholders of the Manufacturing Company was held January 23, 1918. The following officers were elected:

H. H. Franklin, President,  
John Wilkinson, First Vice-President,  
A. P. Kemp, Second Vice-President,  
F. A. Barton, Secretary-Treasurer.

The directors elected were H. H. Franklin, John Wilkinson, A. T. Brown, E. H. Dann, G. H. Stilwell, F. A. Barton, C. A. Lawton, A. H. Kemp in place of W. C. Lipe.

Office of Second Vice-President is a new one.

472. Annual meeting of the Franklin Automobile Company was held same day, following officers elected:

H. H. Franklin, President,  
John Wilkinson, Vice-President,  
F. A. Barton, Secretary-Treasurer.

The directors elected were H. H. Franklin, John Wilkinson, G. H. Stilwell, E. H. Dann and F. A. Barton.

473. Inspection of cars was placed under factory in January. Engineering Department, however, reserve power to inspect all finished cars and reject any not up to standard.

474. Owing to the great number of men being drafted into the government it is necessary to put girls in clerical positions formerly held by men in factory office.
475. In February 1918 a contract was made with the Rolls-Royce, Inc., Derby, England, for the manufacture of crank shafts, epicyclic gears, cam and rocker parts for their airplane motor. Contract amounts to \$1,500,000 and the work will give employment to 1200 men. This means a 40% in motor-car production and during February schedule was cut to 25 cars per day and 35 a day thereafter instead of 50 as planned. The top floor of Bldg. Z was turned over to the Rolls-Royce work.
476. April 1, 1918, Daylight Saving Plan went into effect and during the summer the factory and office will be operated on the new time.
477. While we are engaged on war work it is necessary to take many precautionary measures and the Executive Committee decided that no persons are to be allowed in the factory except accompanied by a representative of the company and wearing a pass issued on the instruction of a department manager.
478. Franklin engineers designed for the government a single cylinder motor for lighting and charging purposes to be used in connection with electrical unit being made by the Dynto Company of this city. An order for 200 motors was placed through the Dyneto Company.
479. Early in August, <sup>1918</sup> it was decided we would close our automobile program as rapidly as possible and go 100% War work. Soon after the decision the War Industries Board made a ruling that automobile manufacturers could not make more than 25% of their 1917 output for the six months ending December 31, 1918. Under this ruling we are allowed to make about 800 cars, whereas to complete our program we should make 1500 cars. As soon as the 800 cars are cleaned up the Franklin car

479 will be off the market until after the war. Out-  
Cont'd put was cut to about 20 cars per day.

480. Series 9 has steadily been increasing in price (original price of touring-car was \$1850), due to the rapidly advancing prices of material and labor. The first increase was in December 1916 when price was raised \$100. Second increase of \$100 was in September 1917; third, \$200, was in February 1918; fourth, \$200, was in June 1918 and in August 1918 price went to \$2900, an advance of \$450 on the touring-car. Closed cars and other open cars were raised accordingly.

481. In order to facilitate matters in connection with our war work, it will be handled in the factory exactly as we handle automobile production--President will be responsible for all details, Mr. Kemp acting as assistant to President in these matters.

Early in October Mr. Walker, of the Purchasing Department, was given charge of all war work.

482. Work in connection with the single cylinder government engine was placed under Mr. Goodhart.

483. A Contract Department, directly under the President, was created with Mr. J. E. Walker in charge. This department handles all war work except government engine job.

484- On September 19, 1918, a contract was entered into with the Wright-Martin Aircraft Corporation, New Brunswick, N.J., for parts for the Hispano-Suiza airplane engine. A special representative was put in charge of the work at the plant here and the government also has men in charge of Accounting, approval of work, etc. Rearrangement of factory will take about three to six months, when we expect to be on production. Our automobile production will grow less, at present we are only making enough cars to keep our organization together.

485. Beginning September 30, 1918, the factory was put on an eight-hour basis with time and one-half for overtime and double time for Sundays and holiday. Daytime hours of work will be

Morning: 7:00 A.M. to 12:00 M

Afternoon: 1:00 P.M. to 5:00 P.M.

Saturday morning: 7:00 A.M. to 12:00 M.

Employees who work full time will receive 52-1/2 hours pay.

Night shift as follows:

8:30 P.M. to 12:00 P.M.

12:45 A.M. to 6:15 A.M.

(5 nights per week)

Employees who work full five nights will receive 62-1/2 hours pay.

486. Armistice was signed November 11, 1918. On November 14 our Wright-Martin contract was cancelled and we will immediately get back to automobile production. It is expected within a month we will be producing ten cars a day. The week previous to the signing of the armistice we produced 15 cars. The week after four cars.

Dealers were notified that effective November 14 prices will be reduced to the prices that were in effect prior to August 26, 1918.

487. War Industries Board advised automobile manufacturers that production for the last six months of 1918 could go to 37-1/2% of 1917 output instead of 25%. Later it was announced that a 75% basis would prevail.

488. Mr. R. E. Benner resigned as factory manager November 14.

489. The land now owned by the company amounts to more than eight acres.

490. We purchased the Kallfeld bakery property in December. Price paid \$67,000. We expect to take possession of the premises about January 1, 1920.

491. We produced 6389 cars in 1918 against 8987 in 1917. The reduction came in the last half of the year when we decided to go 100% war work and when government restricted passenger automobile output to 25% of 1917 output.
492. On January 8, 1919, factory went to straight eight-hour basis, hours as follows:
- 7:20 A.M. to 12:00 M  
1:00 P.M. to 5:00 P.M.  
First five days of week  
7:20 A.M. to 12:00 M  
Saturday morning
493. On January 22, 1919, the 24th annual meeting of the stockholders of the H. H. Franklin Mfg. Co. was held. No change in personnel of officers and directors.
494. On January 22, 1919, annual stockholders' meeting of Franklin Automobile Company was held.
495. Immediately following the signing of the Armistice and following the cancellation of the Rolls-Royce work in the plant, we began re-arranging factory for more efficient manufacturing. It is expected the work will take several months but undoubtedly will be well worth the effort and expense.
496. In April, 1919, an Industrial Relations Department was established with H. C. Blagbrough in charge.
497. One of the first things the Industrial Relations Department did was to establish a Training Department. All new employes will go through this training course before being placed in the shop.
498. The Franklin Musical Association was organized in February, 1919. In order to raise funds for uniforms and band concerts to be given in the city parks, a minstrel show and several dancing parties are to be held during the year.

499. Began publishing The Franklin News in February 1919. The paper is to be devoted to activities of Franklin employees and the factory. It is eight years since the last issue of the Franklin News appeared.

500. During the year we leased a number of outside buildings for manufacturing and storage space, as follows:

Oswego Canal Warehouse	1000 N. Clinton St.	35,000	sq.ft.
Service Repair Shop	1050 S. Clinton St.	10,000	" "
Richmond Ave. Body Plant	147 Richmond Ave.	66,000	" "
Water Street Warehouse	Franklin & Water St.	40,000	" "
Open body plant	529 S. Clinton St.	25,000	" "
Campbell Bldg.	S. Salina St.	20,000	" "

501. In the summer of 1919 work was completed on the offices on main floor of Bldg. A, B, and P, the entire first floor being devoted to offices while the second floor was taken over by Engineering and Production offices.

502. Beginning June 30, 1919, the rate of pay of all hourly men was increased five cents an hour.

503. On September 1, 1919, the Preferred Stock of the company was retired at \$110 per share and accrued dividends.

504. September 25, 1919, resolution was passed by Executive Committee to erect a seven-story reinforced concrete building 120x240' adjoining present Bldg. Z, building to cost approximately \$400,000. Resolution was also passed to erect a power plant in center of yard, cost to be, including equipment, approximately \$200,000.

505. At a special meeting of stockholders held September 30, 1919, capital stock of the company was increased to \$7,000,000, to consist of 50,000 shares of Preferred Stock and 20,000 shares of Common Stock of par value of \$100 each.

It was also decided to operate Die-Casting Department as a separate organization beginning January 1, 1920.



506. Office of Comptroller established in November, 1919, with R. T. Wennstroem in charge.
507. November 8, 1919, Jas. L. Yarian was appointed Chief Engineering in charge of development and manufacture of a one-ton truck and arrangements were made toward getting an organization started.
508. Seventh floor for Bldg. Z authorized December 6, 1919. Second floor Bldg. Z occupied December 10.
509. On December 29, 1919, all hourly rates of pay in factory were increased three cents per hour.
510. During the year we shipped 9173 cars. This is 188 more cars than were shipped in the best previous year, 1917.
511. January 2, 1920, Die-Casting Department became a separate organization known as Franklin Die-Casting Corporation, with H. L. Franklin as President.
512. The 25th annual meeting of the stockholders of the H. H. Franklin Mfg. Co. was held January 28, 1920. No change was made in the list of officers and Board of Directors.
513. On January 28, 1920, meeting of stockholders of the Franklin Automobile Company was held. Officers and Board of Directors of previous year were re-elected.
514. In the month of March, 1920, 1542 cars were shipped. This is the largest single month's shipment in the history of the company.
515. During the winter 1919-1920, on account of railroad strikes, tie-ups due to storms, etc., it was necessary to use some of the State Fair buildings for storing cars.

516. Early in May, 1920, the Directors announced a plan whereby Preferred Stockholders would be given an opportunity to purchase Common Stock of the company at the rate of one share of Common for each two shares of Preferred, for \$50 per share, no par value. A special meeting was held May 26, 1920, at which time the stockholders authorized an increase in capital stock to \$30,000,000 to consist of 150,000 shares of Preferred Stock and 150,000 shares of Common Stock of par value of \$100 each, and the authorized increase was classified so that \$13,000,000 would be Common Stock and \$10,000,000 Preferred Stock; and at a meeting of the stockholders held June 21, 1920, it was voted that each share of outstanding Common Stock would be exchanged for four shares without par value.
517. On June 1, 1920, a stock dividend of 250% was declared on the Common Stock of the company.
518. During the week of June 19 the first truck was completed ready for testing purposes.
519. The entire block, Gifford-Magnolia-Seymour and South Geddes Streets, directly across from the factory, was purchased at various times during the winter and early spring of 1920, and as soon as houses are vacated they are torn down to provide storage space for coal, lumber, etc. Amount involved was
520. During the summer of 1920 the Franklin band gave free concerts in the public parks of the city. The expense of the concerts was borne by the Franklin Musical Association, for which parties, etc., were held during the winter.
521. The 26th annual meeting of the stockholders of the H. H. F. Mfg. Co. was held January 28, 1921. No change was made in list of officers and Board of Directors. *H. L. ... succeeding C. A. ... and A. E. ... added to fill vacancy*
- On the same day the annual meeting of the stockholders of the Franklin Automobile Company was held. Officers and Board of Directors remain the same.

522.

The Syracuse Land Development Company was incorporated under the laws of New York State February 24, 1920, to negotiate for the purchase of various parcels of city and country property for the H. H. F. Mfg. Co. Original officers of the company were:

President, Edw. E. Pratt,  
Vice-President, H. H. Skerritt,  
Sec'y-Treas., Harry C. Sprague.

Rural property located in the vicinity of East Syracuse was purchased, total amount involved being \$591,263.22. City property adjoining the main plant was purchased at a cost of \$135,926.90. Since the company was formed W. C. Rowse was appointed President and W. E. Walker, Secretary. These latter have resigned and the following officers are now in control:

President, H. M. Benstead,  
Vice-President, Herbert Hess,  
Secretary, H. H. Skerritt,  
Treasurer, C. E. Hull.

523.

Early in May, 1920, a cooperative store, under the supervision of the Industrial Relations Department, was opened in the building at the corner of Gifford and Geddes Streets. It was not a profitable venture, and was therefore closed in October of the same year. Sales amounted to \$36,954.07, expenses were \$49,216.06, making a net loss of \$12,261.99.

524.

In May, 1920, the Executive Committee approved request for appropriation of \$6000 to be used in the extension of switch track No. 2 through factory yard across Gifford Street to property on south side of the street. In March, 1921, the appropriation was increased \$4100. Permission was secured from the Common Council to construct switch, and work was started in April, 1921, and finished about September 1, 1921.

525.

The Equity Commercial Corporation, with offices at 516 McCarthy Bldg., this city, was incorporated under the laws of New York State May 19, 1921, for the purpose of hiring, leasing, selling, exchanging or otherwise acquiring or dealing in real and personal property of every kind and description. At present the corporation is only dealing in Franklin securities. Officers of Corporation are

President, H. M. Benstead,  
Vice-President, G. H. Stilwell,  
Sec'y-Treas., Herbert Hess.

523.

In January, 1920, the Franklin Products, Inc., was organized to manufacture and sell the Brown rubbing machine, invented by Spencer Brown, an employee of the H. H. Franklin Manufacturing Company, and other inventions. A building at 1050-52 S. Clinton Street was rented for the purpose. Directors elected were F. A. Barton, S. F. Ackerman, R. T. Wennstroem, J. E. Walker, John Wilkinson, Ralph Murphy, Wm. Dunk. Officers were as follows:

President, S. F. Ackerman,  
Vice-President, Ralph Murphy,  
Secretary, R. T. Wennstroem,  
Treasurer, F. A. Barton.

The capital stock of the company consisted of 2500 shares Common, no par value. This was later changed to 5000 shares, no par value. Two thousand shares Preferred 8% cumulative \$100 per share, was authorized in April 1920.

In March, 1921, Mr. Wennstroem resigned as secretary and Mr. J. E. Halligan was elected to succeed him.

At a directors' meeting held February 14, 1921, a resolution was passed to liquidate the assets of the company as quickly as possible and pay all indebtedness of the company. Lease of building expired in May, and all machinery, fixtures, etc., were sold and finished products and stock removed to main factory.

527.

Beginning September 5, 1921, a reduction of eight cents an hour was made in wages of hourly employes. Weekly and monthly employes were cut 5% beginning September 1.

528.

Following the signing of the Armistice, the Franklin car was reduced to the prices that were in effect prior to August 26, 1918. Since that time increases and decreases have been made in prices as follows:

On June 20, 1919, touring car was increased from \$2450 to \$2750. Another increase went into effect February 21, 1920, when the price was made \$2850. May 17, 1920, it was increased to \$3100. On September 23, 1920, price was reduced to \$2600; on January 15, 1921, price was increased to \$2700 and on March 1, 1921, to \$2800. On June 1, 1921, it was again decreased to \$2650 and on September 1, 1921, price was made \$2350. Other models priced accordingly.

529.

During the year 1920 the factory produced 10,078 cars off the Final Assembly floor. The highest daily average was maintained during the week ending March 13, when the factory averaged 64.2 cars per day.

530.

During January, 1921 Mr. H. M. Benstead was appointed executive assistant to Mr. H. H. Franklin.

531.

On May 16, 1920 the smokestack was finished at a cost of \$12,828. It is the highest chimney in Central New York, 250 ft. tall and weighs 900 tons. Since erecting this chimney similar one has been erected at Brown, Lipe Chapin plant this city.

532.

November 18, 1920 the Commercial Research Dept. was organized to provide and maintain a system of

securing reports of car sales from dealers so as to gauge future production requirements more intelligently and keep accurate record of all sales.

533.

On February 19, 1921 decided to adopt the Suggestion System for six months ending September 21, 1921. This was done in order that employees by reason of long familiarity with the job on which they were working could contribute ideas which would be valuable to the company, and which could aid particularly in cutting down the cost of production. Cash prizes were offered aggregating \$3,000.00 and Mr. D. Bohm was appointed head of the Suggestion Department, with Suggestion Committee to pass upon ideas composed of Wm. Dunk, G. W. Scott. L. M. Stellman and C. E. Hull.

534.

April 18, 1921, James E. Halligan was appointed Comptroller to succeed R. T. Wennstroem.

535.

April 18, construction work on new railway spur across Gifford and onto Seymour St., was commenced. This extends the present D. L. & W. siding and will permit coal to be unloaded direct from the cars.

536.

In April, 1921, announcement was made that during the first quarter of the year inventories had been reduced over \$1,250,000. From the high point of \$11,100,000. which was reached last Fall, inventories have been reduced \$5,000,000.00 on March 1.

537.

June 1, 1921, Company announced reduction of \$200 to \$250 on enclosed cars and \$100 to \$150 on open cars. This made Touring \$2650, Runabout and 4-Passenger \$2550, Sedan \$3650, Brougham \$3550.

538.

June 8, 1921, dividend of 50¢ per share was declared to stockholders of record June 30, 1921 payable on July 1.

539.

June 28, 1921, Company paid off all indebtedness to banks. On December 31, 1920 the Company owed the Banks \$4,510,000.00.

540.

June 30, 1921, Company shipped 145 cars breaking every previous record. All previous June records shattered, 1038 cars having been shipped from the factory during the month.

541.

July 1, 1921, Franklin organization paid tribute to John Wilkinson on the twentieth anniversary of his development of the Franklin car. Loving Cup was presented to Mr. Wilkinson by local owners and business men at reception held in Lawton Show Rooms on July 8.

542.

July 1, 1921, during the first six months of the year Company sold to dealers 5382 cars at retail value of \$17,784,000.00. This represented 825 of the number turned out and sold during corresponding period of 1920 when the demand for cars generally reached heights hitherto unprecedented.

543.

July 5, 1921, Franklin Body Plant discontinued at J. T. Robertson Building on Richmond Avenue and moved to main plant on sixth floor of Bldg. R.

544.

July 5, 1921, Engineers Paul Williams, G. P. Texada and R. P. Lay left for two months' trip to the Coast. A Touring and Sedan of new unit power plant design were used for experimental purposes.

545.

July 14, 1921, the Company celebrated the 23th Anniversary of its advent into the manufacture of finished die-castings which later developed into

present business of automobile manufacturing.

546.

On July 28, 1921, the Company decided to put into effect a plan to provide pension for employees who having given the Company long and faithful service have reached the age of retirement. Those eligible are all males who have reached the age of 70 and females at 60 who have been 15 years or longer continuously in the service of the Company.

547.

During the year ending September 1, 37.7% of shipments were of the Sedan type. During two year period ending same date 7035 Sedans were shipped from the factory.

548.

During September, 1921, Rand McNally Company installed for Commercial Research Department one of the largest wall maps in existence. There are only five other maps in the entire country like this one. The cost of map not including installation was \$1450.00.

549.

September 1, 1921, Company announced reduction of \$300.00 in price of Touring car and Sedan with proportional adjustments on other types. Touring car \$2350 and Sedan \$3350.

550.

September 8, 1921, the Company gave its consent to the continuation of the Suggestion System for a second contest for six months period ending April 21, 1922.

551.

On Saturday, Sept. 10, October 1 and 15, 1921, the Franklin Band gave concerts at the Onondaga Sanitarium. The expense of these concerts was borne by a well known Syracusan interested in the welfare of the patients at the Sanitarium.



552.

On September 21, 1921, the first Suggestion Contest was closed and prizes aggregating \$3600 were distributed to 234 employees. Total suggestions submitted 1251; adopted 503. First prize winners were:-

First . . . . .	.\$400.	Chas. Schell, Y-3 Machine Shop
		E. S. Taylor, Time Study
Second . . . . .	300.	John Forth, Y-2 Machine Shop
		D. Welling, Development
Third . . . . .	200.	M. P. Mahar. Inspection Dept.

First contest resulted in net saving of \$7.00 per car.

553.

During October, 1921, a heavy concrete retaining wall was built along the Magnolia Street frontage between Buildings O-R and K. The wall is equivalent in height to two stories of Bldg. "R".

554.

During October, 1921 the factory permitted the Franklin Musical Association to use the 3rd floor of Bldg. O-R as a Recreation Room where Band Concerts and monthly dancing parties could be held. This location proved so popular with the employees that the Musical Association requested in January, 1922 authority to maintain this space permanently so that they could install better facilities for serving lunches, etc. This was rejected and plans to find another location was formulated.

555.

October 1, 1921, announcement was made that the Suggestion System would be continued for another six months period to April 1, 1922.

556.

October 11, 1921, \$3600 in cash prizes were distributed to 234 Franklin employees in connection with the ending of the first six months of Suggestion System. Two first prizes of \$400 each won by Charles Schell, Y-3 Machine Shop and E. S. Taylor, Time Study Dept.

557.

On October 31, 1921 the privilege of purchasing one share of Common Stock with each two shares of Preferred Stock was withdrawn.

558.

November, 1921 announcement was made of the case-hardened crankshaft. By this new process the wear on the new shaft is only about one-sixth as great as that of former crankshafts.

559.

December 17, 1921, Franklin Preferred Stock was withdrawn from sale. Records show that since Company first placed its stock on sale, October 6, 1919, there was sold direct to the public Preferred and Common Stock to the amount of \$6,289.425. up to December 1, 1921.

560.

December 21, 1921 work on Franklin truck was discontinued. This was in line with the general plan of retrenching and bringing into the factory all outside work.

561.

For the first time in history of the Franklin Automobile Company during the year 1921 sales of closed cars exceeded the sales of open cars. 52% of business during the year 1921 was in closed cars.

562.

On January 2, 1922 announcement was made that experimental work had been about completed on new "Four" car and that plans would be begun immediately to get same in production during the early part of 1923. Organization in charge of Ralph Murphy, consisted of Messrs. R. G. Scott, R. P. Lay, J. L. Yarian, R. M. Tennant, F. J. Ludwick, A. R. Norris and J. Babcock. Work of designing machines patterns, etc., was conducted in Building 930 S. Saline Street.

563.

The 27th annual meeting of stockholders of the H. H. Franklin Manufacturing Company was held January 25, 1922. Mr. Ralph Murphy was named on Board of Directors to succeed Mr. A. G. Maney, otherwise officers and directors same as last year.

564.

At the annual meeting of the Franklin Automobile Company held the same day the following officers were elected:-

President	John Wilkinson
Vice "	A. G. Maney
Secy-Treas.	F. A. Barton

Directors:

John Wilkinson  
A. G. Maney  
H. H. Franklin  
F. A. Barton  
G. H. Stilwell

565.

February 24, 1922 plans were announced to offer \$3,000,000. 7% Preferred Stock and 40,000 shares no par value Common Stock at \$50.00 per share for financing the new four-cylinder Franklin car. It was planned that this would provide \$5,000,000.00 in new capital which would be divided in approximately \$2,500,000. for a new plant and \$2,5000.000 working capital.

566.

During March, 1922 the Commercial Research Department was discontinued in line with general reduction in departmental expenses.

567.

April 5, 1922 the Company gave its consent to continuation of the Suggestion System for a third contest for six months period ending November 22, 1922.

568.

April 21, 1922 the second Suggestion Contest was closed and prizes aggregating \$4,000.00 were distributed to 226 employees. Total suggestions submitted 2041; adopted 519. First prize winners were:-

First Prize	-	\$400.00	F. Hill, Final Inspection
"	"	400.00	C. Hosler, Paint Shop
"	"	400.00	L. Vinal, Production Dept.
Second	"	300.00	E. Morris, Engine Assembly
		200.00	C. Weyand, Y-2 Machine Shop
		200.00	H. Wright, Reclamation Dept
Third	"	200.00	B.W. Roman, Final Assembly
		100.00	N.C. Marco, Stock Moving
Fourth	"	100.00	G.D. Evans, Engine Assembly

Second contest resulted in saving of \$10.00 per car.

569.

On May 6, 1922 A. G. Maney resigned as Vice-President of the Franklin Automobile Company and Director of the H. H. Franklin Manufacturing Company.

570.

June 9, 1922 excessive rain with the cloud burst on Sunday morning caused flood conditions which nearly closed the plant. This was averted through the catch basins connecting with the intercepting sewer which made it possible to eject the water from the transformer vault. First floors of all the manufacturing buildings were flooded, the heat treat, furnace pits and transformer vault in power plant. Steam ejectors were used at these points and through valient efforts of Millwrights and other employees factory was able to resume operations on Monday.

571.

June 17, 1922 severe cloudburst caused Harbor Brook to overflow causing damage at the plant amounting to \$117,000.00. Heroic efforts were necessary to save 55 finished cars in Final Inspection.

572.

Mr. J. Du B. Gould during June 1922 was assigned special investigation work for the Company.

573.

In July, 1922 the Company offered a plan to assist employees in having inventions developed through Suggestion System patented.

574.

July 26, 1922 it was decided to offer to the public the new four-cylinder air-cooled car upon which the Company had been experimenting for the past five years. It was left at the discretion of the President and Executive Committee to do whatever was necessary to secure finances, etc., to start production of at least 50 cars per day.

575.

During August, 1922 the Recreation Room was moved from Bldg. O-R to the fourth floor of the main office building. New hardwood floor was laid, new window shades installed and woodwork painted. Also improved facilities for preparing and handling lunches was installed.

576.

On September 1, 1922 the first shipment of Series 10 cars was made. This was in form of a driveaway when over 200 dealers from 24 different States of the United States drove cars from the factory. This was the largest driveaway in Franklin history and was valued at retail \$600,000.00.

577.

On November 6, 1922 the Board of Directors authorized the discontinuance of the proposed production of the \$1000 "Four" car until after 1923. This was deemed advisable in the interest of all stockholders owing to recently changed production and competitive conditions having

developed a general unstable condition as regards cars in the class of the new "Four", and because the Company needs all facilities for producing the new "Six" car.

578.

With the announcement of the discontinuance of the production of the new "Four" the sale of both Preferred and Common Stock was discontinued and the Securities Department dis-organized, and branch offices in New York City and Boston closed.

579.

Commencing November 7, 1922 all matters pertaining to Stock were turned over to the Treasurer's Department.

580.

November 18, 1922 H. E. Pfeffer, who acted as Manager of the Securities Department since April, 1920, tendered his resignation to be effective at once.

581.

On December 22, 1922 the third Suggestion Contest was closed and prizes aggregating \$4,020.00 were distributed to 250 employees. Total suggestions submitted 2,000; adopted 605. First prize winners were:-

First Prize	\$400.00	(M.P. Mahar, Inspection Dept.
	400.00	(L.E. Waggoner, Trim Shop
	200.00	(each) S.K. Brown, D. Welling
Second "	300.00	Wm. Schneider, Paint Shop
	50.00	" (Harry Orchard, H.D. Peck,
		(J.W. Deapo, F.T. Foreman
		(N.E. Marco
Third "	200.00	Arthur Thoma, Paint Shop
	25.00	" (E.L. Beebe, C.A. Durnin,
		(W.T. Dugan, E. Johnson,
		(C.A. Lawton, E.Vreeland,
		(A. Bancroft, J. Flagg.
Fourth "	100.00	B.G. Countryman, Engine
		Assembly.

582.

December 2, 1922 H. M. Benstead resigned as assistant to Mr. H. H. Franklin.

583.

On December 15, 1922 the Company gave its consent to the continuation of the Suggestion System for a fourth contest for period ending July 2, 1923.

584.

During the year 1922, closed cars formed 68% of total Franklin shipments. 1919 - 28%; 1920 - 45%; 1921 - 52%.

585.

During December 1922, unfilled retail orders in the hands of dealers amounted to 1119.

586.

During year 1922 - 30,000 telegrams were handled through General Office Dept.

587.

Franklin inventories at end of 1922 show materials in hand worth \$5,700,000.

588.

During year 1922 Preferred stock dividends amounted to \$397,910.73.

589.

During 1922, 2074 carloads of incoming material were received at the plant.

590.

It was announced that there would be no shut down for inventory this year. Generally it has been the plan to close two weeks at holiday time. Strong demand for new car and plan for production of 1200 cars in January, 1924 responsible

for decision not to take inventory.

591.

During year 1922, F. M. B. S. paid out over \$8,600 in benefits.

592.

December 1922, first magazine announcement of new Franklin body styles. A Beige Gray Sedan, Royal Blue Brougham, Touring and Demi-Sedan of the new types Series 10-B.

593.

According to sales records, 39% of cars sold during 1922 were driven away from the factory. In 1921 the percentage was 22 $\frac{1}{2}$ % and in 1920 it was 29%.

594.

At special meeting of the Board of Directors held January 5, 1923, proposition was voted upon to amend the Certificate of Incorporation so as to make the Company's stated capital with which it will carry on business conform to the amended section of the New York State Stock Corporation Law. This action to be ratified by vote of stockholders at special meeting to be held after annual meeting on January 24.

595.

The 28th Annual Meeting of the stockholders of the H. H. Franklin Manufacturing Company held January 24, 1923. No change in the officers or directors.

596.

At special meeting of Preferred and Common Stockholders held January 24, 1923, resolution was passed making proposed change in the Charter and Certificate was filed in Secretary of State's office, Albany, N. Y., by G. H. Stilwell.



597.

Annual Meeting of the Franklin Automobile Company held same day and following officers were elected: President, H. H. Franklin; Secy-Treas., F. A. Barton. The Directors elected were H. H. Franklin, J. Wilkinson, G. H. Stilwell and F. A. Barton.

598.

In January, 1923 the Company donated to the Musical Association tables and chairs for use in the Canteen sufficient to accommodate 252 persons. The furniture is of the best quartered oak and cost \$2380.00.

599.

In January, 1923 the Company introduced the new Franklin Coupe and Four Door Sedan.

600.

During January, 1923 the group method of manufacture was adopted. This method insures a certain production capacity and more efficient delivery of parts.

601.

In February, 1923 the Company installed six dynamometer units on second floor of Building "R" to eliminate road tests. Only short test on road is now given for body squeaks.

602.

February, 1923. Common Council passed an ordinance allowing the Company to cut into Harbor Brook culvert for a cistern to be utilized as an emergency measure in case of serious fire. The capacity of the cistern is 140,000 gallons of water sufficient to keep our two fire pumps going full tilt for seventy minutes, each pump having a capacity of 1,000 gallons per minute.

603.

Beginning February 15, the Company commenced to operate on a schedule of 50 cars per day.

604.

February shipment of cars aggregated 1013 exceeding by 26 cars best previous record for the month made in 1920.

605.

February 1, 1923 records of employment office show 2723 men on payroll. Of this number, 2200 are hourly men, 408 weekly payroll and 125 on the monthly salary.

606.

February 20, 1923, George F. Wilson was appointed leader of the Franklin Band to succeed Charles S. Partello who resigned December 19, 1922.

607.

March 1, 1923, J. L. Yarian who had charge of Model "Z" Plant, South Salina Street, tendered his resignation effective at once. W. C. Rowse in charge of the Experimental Room also resigned.

608.

March 10, 1923 a total of 2413 Series 10-B cars were shipped. Of this number, 666 or 26% were open cars.

609.

March 16, 1923 first installation of six Cooper-Hewitt lamps made in C-M2.

610.

Commencing March 5, 1923 production of cars was increased to 60 per day. This was the highest regularly maintained production in the history of the Company. This was on an average of one complete car every 8-2/3 minutes.

611.

During the month of March, 1923 a total of 1501 cars were produced. The best previous month's record was March, 1920 when 1428 cars were made.

612.

Retail deliveries for first 10 days in March, 1923 were 46% greater than the first 10 days of February, 1923.

613.

April 16, 1923 shipment of cars for the first quarter of the year aggregated 3192.

614.

March, 1923 the electric power bill was over \$7,000.00.

615.

August 14, 1923 the fourth Suggestion Contest was brought to a close. Two hundred and fifty one men shared in the distribution of prizes that aggregated 4564. The Company provided a banquet for the winners in Recreation Hall. First prizes were awarded the following:

First Prize -	\$400.00	Chas. Obrist	Trim Shop
	400.00	Ernest Blume	Enamel Room
	400.00	John L. Burns	Experimental Dept.
	300.00	Austin Gaughan	Production Dept.
Second Prize-	200.00	J. F. Hennessey	Stock Chasing Dept
	200.00	Harry Orchard	Engine Assembly
	100.00	J. F. Collins	Engineering Dept.
		G. I. Dewey	Engineering Dept.
	100.00	Earl Johnson	Paint Shop
	100.00	Geo. Crosier	Raw Stock Dept.

616.

Announcement was made that the Fifth Suggestion Contest would commence September 1, 1923 and end March 1, 1924.

617.

February 1923 the Franklin Die-Casting Department took possession of the fourth floor of Building C-M for use by the Trimming and Shipping Departments their present quarters not being large enough to handle this work.

618.

March, 1923 the Trimming and Shipping Departments of the Die-Casting Corporation were again moved to the sixth floor of Building C-M.

619.

During the first five months of 1923, shipments amounted to 6120 cars exceeding by 10% the best previous mark established in 1920 when shipments for corresponding period aggregated 5560.

620.

June, 1923 the Franklin Company introduced the beige color for painting automobiles.

621.

June, 1923 the emergency cistern for fire protection was completed.

622.

On June 30, 1923 the plant commenced operating on a five day a week schedule.

623.

August, 1923 the Franklin Company was the first local concern so far as we know to use the Airplane Mail Service. Four letters were dispatched to Pacific Coast, dealers at Los Angeles, Seattle, Portland and San Francisco.

624.

September 10, 1923 at Syracuse Day Industrial Meet State Fair, Franklin Athletic Team captured first honors for the fourth successive time.

625.

September, 1923 Leslie B. Samuels of Bardstown, Ky., was accorded the distinction of having a record of continuous ownership of Franklin cars, dating back to 1903. He was presented with a new Franklin Sedan the gift of the Company.

626.

November 6, 1923 Franklin Sedan driven by E. B. Miller, Sales Engineer, and accompanied by two official observers of the Auto Club of America, made a test run from New York to Chicago to demonstrate oil economy and gasoline consumption. The run of 1104 miles was made in 37 hours and four minutes, and the consumption of oil was less than  $3/4$  of a quart equivalent to a record of 5992 miles to the gallon in a 1924 car. Gasoline mileage 19.56.

627.

November 13, 1923 J. W. DuB. Gould was appointed General Manager of the Company. Mr. Gould occupied the office formerly used by Secretary and Treasurer, F. A. Barton. Mr. Barton moved to the office used for many years by Mr. Franklin and Mr. Franklin occupied the Directors' Room.

628.

December 28, 1923 annual election of Franklin Mutual Benefit Society was held and same officers re-elected.

629.

Net profit for 1923 after depreciation charges was \$1,174,539.48. Preferred Stock dividend requirements for the year amounted to \$465,317.27.

630.

During 1923, we retired 215 shares of Preferred Stock from the sinking fund. This amounted to \$19,606.50.

631.

After announcement was made to stockholders that the four-cylinder Franklin would not be produced there was some expression of dissatisfaction, and in various instances holders of stock claimed fraud or misrepresentation. In such instances, we took the stock off their hands, and 164 shares of Preferred and 362-1/2 shares of Common were taken back and retired.

632.

During the year, the Syracuse Land Development Company sold property at corner of Geddes and Gifford Streets to the City Bank Trust Company for Branch Bank. The purchase price was \$18,000.00.

633.

During latter part of 1923, it was decided to produce an extra supply of cars to meet spring demand, and on January 1, 1924 we had 1111 finished cars in storage and expected to increase this amount to 2000 or more.

634.

On January 23, 1924, annual meeting of H. H. Franklin Manufacturing Company was held and following officers were elected: President, H. H. Franklin; Vice-President, John Wilkinson; Secretary & Treasurer, F. A. Barton; Assistant Treasurer, C. E. Hull.

The Directors elected were H. H. Franklin, J. Wilkinson, F. A. Barton, E. H. Dann, G. H. Stilwell, A. T. Brown, H. L. Franklin.

635.

Annual meeting of Franklin Automobile Company held same day, and following officers were elected: President, H. H. Franklin; Vice-President, Vacant; Secretary & Treasurer, F. A. Barton; Assistant Treasurer, C. E. Hull.

The Directors elected were H. H. Franklin, J. Wilkinson, F. A. Barton, G. H. Stilwell, E. H. Dann.

636.

January 28, 1924 washed air system for supplying purified air free from all dust in varnish room was operated for first time.

637.

January 25, 1924, J. W. DuB. Gould who acted as General Manager of the Company since November 13, 1923 resigned his office owing to illness. He underwent a serious operation in New York City and died September 22, 1924.

638.

Average number of persons employed by company during 1923 was 2768.

639.

During January, 1924, we made 46 cars per day and increased this to 56 cars per day commencing February 1, this schedule to run until about middle of June when it was expected to finish the 10-A and B Schedule. It was planned to make 7000 cars during first six months of 1924 which with the cars on hand January 1, 1924 would make about 8111 cars to be sold during first six months of 1924 against sales for same period of 1923 of 7004 cars.

640.

On March 10, we cut production from 56 cars per day to 45, at which time we had 2156 ahead of shipments. This action was taken due to the fact that the intended 1924 spring business did not materialize.

641.

On April 2, as it became more increasingly evident that sales were slow, production was cut to 30 cars per day, or 165 cars per week with provisions made to practically discontinue the production of cars until surplus stock was disposed of.

642.

February 13, 1924, Mr. H. W. Ballard formerly of Chicago, Ill., came with the Company as a special representative of Mr. Franklin as Sales Adviser. He was first assigned to special work at Chicago and later, after resignation of Mr. Moskovics, occupied the office made vacant by him.

643.

February 1924, E. M. O'Donnell took over Syracuse dealership formerly conducted by E. W. Lawton.

644.

At meeting of Board of Directors held February 16, 1924, F. E. Moskovics was elected Vice-President of the Franklin Automobile Company. Mr. Moskovics was associated for 10 years with the Nordyke and Marmon Company. He resigned his position on June 16, 1924.

645.

February 19, 1924, Mr. Chas. G. Holcomb was placed in charge of Paint Shop.

646.

February 20, 1924, Mr. E. H. Dann resigned as Director of Franklin Automobile Company and Mr. F. E. Moskovics was elected to fill his place for the unexpired term.

647.

March 3, 1924, new rate of pay plan was effective in finish rubbing department of Paint Shop.

648.

In March 1924, a new private office with sides enclosed in glass was built adjoining the office formerly occupied by Mr. Wilkinson for use by Mr. Moskovics. This necessitates a slight rearrangement of the other Executive offices.



Messrs. Murphy and Blagbrough moved to Mr. Wilkinson's office, Mr. Wilkinson to Mr. Franklin's office and Mr. Barton returned to his old office.

649.

April 1, 1924, owing to seasonal tapering off in production of cars, about 300 men were released from the factory and production cut to 30 cars per day.

650.

April 22, 1924, the Fifth Suggestion Contest was brought to a close. Two hundred and fifty-four men shared in the distribution of prizes that aggregated \$3932.00. Banquet was served to the winners in Recreation Hall. First prizes were awarded the following:

First Prize - \$400.00	Edward Bushnell	Final Inspection
400.00	R. G. Alton	Raw Stock
Second " - 200.00	W. E. Wolverton	Production Office
200.00	Ernest Harrington	Machine Shop
100.00	J. F. Northrup	Raw Stock

651.

Owing to reduction in departmental expenses, the Franklin News was discontinued with the issue of May 1, 1924.

652.

Shipments in January 1924 were 407 cars, February 501, March 668, or average of 28 cars per day. Up to April 22, 1924, 590 cars shipped or 34 cars per day average.

653.

April 22, 1924, we had 2326 finished cars stored in the following buildings at State Fair Grounds: Manufacturers' Building, Coliseum, Cattle Building, Grange Building, Poultry Building, Dog Show Building, County Farm Building, also in the Diefendorf Gear Corporation, Dey Time Register Building, Butler and Belden, N. Y. State Motor Express Company, Syracuse Garage, National Tube Company, Old Salt House, Syracuse-Surplus Company, Cox Building, Great Northern Warehouse, Brown-Lipe Gear Company, Jones Oil Engine Company, Moyer Building and Heffron Warehouse.

654.

April 1, 1924 dealers were put on quota shipping basis to July 1, giving dealer who takes monthly quota an extra \$90.00 on open and \$130.00 on closed cars. Smaller dealers generally took advantage of this but larger dealers were pretty well stocked with cars and naturally did not take advantage of the bonus plan until after stocks were reduced. Dealers had about 1800 cars on hand, not large if sales had been normal. This campaign to move cars cost \$222,000.00 and while it moved cars in April, shipments tapered off the following months.

655.

April 1924, retail deliveries ran 100% better than March 1924. Sales Department estimated shipments for May and June would amount to at least 2200 cars. This would leave 3100 cars of present series to be sold after July 1, 1924.

656.

On May 12, 1924, Mr. D. H. Carter, upon the recommendation of Mr. Ballard, was placed in charge of the Company's branch at Detroit, Michigan, with offices at The Allesandro Hotel, to handle sale of new and used Franklin cars in that city pending the establishment of a regular dealer. Service handled direct by the Company through its representative, Mr. L. C. Dean at #3745 Cass Avenue. In June 1924, service station was moved to #830 W. Baltimore Ave.

657.

May 21, 1924 all production was discontinued and it was decided to convert the balance of the stock to 10-A and B cars into a new high powered model by fitting the engine with a Stromberg carburetor larger exhaust system and other improvements. The cost for this change was estimated at about \$50.00 per car. This car was designated the #10-C car.

658.

May 28, 1924, according to schedule, we had 5011 cars to ship from this date, we had 1737 finished cars in storage and 787 cars changed over but not completely tested leaving 2487 cars yet to be assembled.

659.

May 1924, indirect labor, consisting of monthly, weekly and hourly employees had been reduced 601 people, or 53%. This represents a monthly reduction in overhead of \$84,848.00.

660.

June 1, 1924, decided to announce #10-C car to public on July 10. We then had 2372 #10-B cars which had to be changed at a cost estimated to be \$187,000.00. This proved to be the best car we ever built and it immediately restored the dealers' confidence and morale.

661.

July 14, 1924, Mr. F. A. Judson was engaged to do special investigation work under the direction of Mr. Franklin. He finished his duties on September 24, 1924.

662.

August 21, 1924, the Sales Department opened an export office in Room 830, Fisk Building, New York City, in charge of Mr. S. W. Dorman. Mr. Dorman to have supervision of sale of cars in foreign countries.

663.

October 14, 1924, Mr. John Wilkinson presented his resignation as employee of the Company, and on November 26, 1924, at the regular meeting of the Directors, his resignation dated November 23, 1924 as Vice-President and Director of the W. H. Franklin Manufacturing Company was presented. This was laid on the table for reconsideration. At this meeting all royalty payments on cars made to Mr. Wilkinson were ratified and the Treasurer was authorized to pay him \$3,222.00 the balance due him up to November 1, 1924, and no further payments to be made.

664.

December 8, 1924, Mr. F. E. Moskovics started suit against us before Judge Cooper in United States District Court at Utica to collect approximately \$450,000.00 for breach of contract. Verdict was brought in by the jurors for \$158,833.33. Objections were filed against this verdict and were sustained by

Judge Cooper who reduced the verdict to \$130,000.00. This verdict has been appealed and will be retried through the United States District Court.

665.

December 24, 1924, meeting of Franklin Automobile Company Directors, resignations of Mr. F. E. Moskovics as Vice-President and Director and Mr. John Wilkinson as Director were accepted. At this meeting, Mr. E. H. Dann was elected Director in place of Mr. Wilkinson and Mr. G. H. Stilwell was elected Vice-President in place of Mr. Moskovics.

666.

December 24, 1924 at meeting of Directors, Mr. Wilkinson's resignation was finally accepted after due consideration, and his salary terminated as of December 31, 1924.

667.

On December 29, 1924, Mr. Ralph Murphy was appointed Works Manager in charge of engineering and manufacturing, same to become effective January 1, 1925.

668.

January 3, 1925, letter was sent to dealers advising them quotas for Series #10-C cars were discontinued and orders would be accepted for three Series 11 cars with each #10-C with no reduction in #10-C prices.

669.

January 12, 1925 marked the completion of the display room in the northwest corner of the Recreation Room especially fitted for the first showing of the Series 11 line to district sales managers and dealers. Conference of the district managers was held this day and company's policy regarding these cars fully explained. Cars on display were Touring, 2 Sedans, Sport Sedan, Coupe, Cabriolet, Chassis and coach body. Marked features of the new designs- longer wheel base, lower slung body, acceleration and ability of #10-C.

670.

January 12-23, 1925, dealers were invited to inspect the new cars on different days and orders taken on basis of 3 new cars for each #10-C.

671.

January 22, 1925, After our Attorney, Mr. G. H. Stilwell had undertaken to negotiate a settlement of the Moskovics case and failed to get discount that seemed reasonable, it was decided to appeal the judgment rendered by Judge Cooper in the amount of \$130,000.00 and appeal bond was executed in the amount of \$135,000.00 and filed, granting a stay of execution until March 25, 1925, for review of the case by the Circuit Court of Appeals.

672.

On January 28, 1925, annual meeting of the H. H. Franklin Manufacturing Company was held and following officers were elected: President, H. H. Franklin; Vice-President, G. H. Stilwell; Secretary and Treasurer, F. A. Barton; Assistant Treasurer, C. E. Hull. The Directors elected were: H. H. Franklin, F. A. Barton, G. H. Stilwell, E. H. Dann, A. T. Brown, H. L. Franklin and A. E. Parsons. At this meeting, Mr. A. E. Parsons was elected director to fill the place made vacant by the resignation of Mr. John Wilkinson.

673.

Annual meeting of the Franklin Automobile Company held same day, and the following officers were elected: President, H. H. Franklin, Vice-President, G. H. Stilwell; Secretary & Treasurer, F. A. Barton; Assistant Treasurer, C. E. Hull. The Directors elected were: H. H. Franklin, F. A. Barton, G. H. Stilwell and E. H. Dann.

674.

February 2, 1925. Letter to dealers announcing February sales plan on #10-C cars intimated list price on Series 11 would be \$200 or \$300 more owing to more expensive custom features in the new body designs.

675.

January 1, 1925. Mr. G. H. Stilwell commenced coming to the office for one hour daily for conference on legal business. Mr. Stilwell occupies the office formerly used by Mr. Franklin.

676.

January 15, 1925. K. C. Haven with three others, took a brand new Series 11 Sedan for a sixty day 25,586 mile test over southern states. The route selected for testing was over the most adverse roads available in Southern Carolina and Texas and the trip was made without requiring a single major repair or replacement. The party returned to the factory on April 14 and stopped en route at the principal dealerships in Houston, New Orleans, Shreveport, Little Rock, Memphis, St. Louis, Chicago, Indianapolis, Cleveland and Buffalo. The trip lasted three months.

677.

February 1, 1925. Mr. B. H. Gilpin was placed in charge of the Quality Maintenance Department organized for the purpose of safeguarding the quality of our product, including the normal functioning of inspection. This department directly under the President.

678.

On February 7, 1925, Mr. D. H. Carter, who was placed in charge of the Branch at Detroit, was asked to relinquish his duties owing to certain apparent discrepancies in his methods of conducting the business. He was bonded by the National Surety Company who made good the shortage of \$6414.02, and it was decided to place Mr. Herbert Kish formerly salesman at the Branch temporarily in charge.

679.

February 10, 1925. The first shipment of Series 11 cars was made to Ralph Hamlin, Los Angeles, Cal. The six cars shipped were Numbers 151510, 151515, 151524, 151530, 151531, 151536.

680.

Orders for cars received during February show increase or practically 50% ahead of February in 1924.

681.

With the announcement of the Series 11 car and the popularity with which the car was received by the public, Franklin common stock commenced to show activity. On April 8, 1925 the stock was placed on the curb at 19 1/2 and reached high point July 25 at 42 3/4. Record sales reported on curb June 27 when 10,800 shares changed hands.

682.

February 13, 1925. Series 10 C exhibition motor was destroyed by fire at automobile show in Kansas City, Mo. This motor which was loaned by the Company to the Franklin-Williams Company, our dealer, was covered by our floater fire insurance policy, and the loss, which amounted to \$2500.00, was paid on March 26.

683.

On February 27, 1925, we forwarded check for \$100,000 to Hancock, Spriggs, Dorr and Hancock, Attorneys, for F. E. Moskovics, in full settlement of \$130,000 verdict rendered against H. H. Franklin Mfg. Company.

684.

On March 1, 1925, public announcement was made of the following prices for Series 11 cars:- Sedan \$3200.00; Touring \$2650.00; Sport Sedan \$3350.00; Coupe \$2700.00; Sport Runabout \$2800.00; Enclosed-Drive Limousine \$3500.00; Cabriolet \$4400.00.

685.

On March 6, 1925, we signed a two year contract with J. F. deCausse, who is to devote his time exclusively to this company in the design of standard, experimental and custom bodies, at a salary of \$15,000 per annum, plus a fee of \$200.00 on each custom job sold.

686.

In March 1925 we received a total of 2223 non-cancellable Series 11 orders. Based on cars available to April 30, we are oversold approximately 500 cars and oversold on all types. Schedule for third quarter of 1925 calls for 2250 cars.

687.

On March 14, 1925, Mr. Ballard, who came with the company on February 13, 1924, as Special Sales Advisor terminated his contract with us.

688.

About March 15, 1925, a Managerial Committee was formed, composed of Mr. F. J. Leyerle, Assistant to the President, in charge of Sales, Service and Advertising; Mr. Ralph Murphy, Works Manager; and Mr. J. E. Halligan, Comptroller. The Committee functions for and under the direction of the President, and covers Engineering, Production, Accounting, Sales, Service and Advertising.

689.

March 19, 1925. Settlement was made with Bernard A. Zinnis, Jamaica, N. Y., for all claims and damages as a result of accident he had with Series 10-C car by reason of steering wheel claimed defective, by delivery of a new series 10-C car and \$5500.00 in cash.

690.

On March 25, 1925 a total of 2498 shipping orders had been received for Series 11 cars. This makes a total of 1847 non-cancellable shipping orders unfilled. Production on revised schedule calls for delivery of 673 cars to sale of which 653 were received to date.

691.

In April 1925 we shipped 1050 cars and profit was \$355,139.83. Production Department fell down in May, and as we did not ship as many cars in May as in April our profit was less.

692.

In April 1925, Mr. F. J. Leyerle was appointed Assistant to the President, Mr. H. H. Franklin.

693.

April 30, 1925. Mr. L. R. Hodge who has been associated with the Franklin organization for seventeen years



particularly in Service Work, was appointed Service Manager. Also Mr. L. B. Benham who has acted as an engineer and service representative since 1919, was appointed Assistant Sales Manager.

694.

April orders for cars were 21% in excess of normal capacity and May orders are 35% ahead.

695.

May 1, 1925, Earnings of the H. H. Franklin Manufacturing Company for first four months' of 1925 exceeded the preferred stock dividend requirements for the entire year.

696.

May 1925. 4734 Non-cancellable orders had been received for Series 11 cars. Sufficient unfilled orders on hand to take output to August 15.

697.

May 1925. Custom Body Department was established with J. F. deCausse in charge.

698.

May 7, 1925. Annual report for 1924 mailed to all stockholders of record.

699.

May 15, 1925. It was decided to discontinue the Branch operated at Detroit, Michigan, and Mr. Herbert Kish, who succeeded Mr. D. H. Carter, relinquished his duties. Second hand cars in stock were returned to the factory and the parts were taken over later by new dealer.

700.

June 11, 1925. A 1906 Cadillac; 1903 Reo and a 1902 Franklin, the first four cylinder car made in America staged a half mile race in connection with the Syracuse ten day Centennial Celebration. The Franklin won covering

the distance in 1:43 1/2 minutes and the car was afterward displayed at the Industrial Show sheltered in what was said to be the largest tent ever made.

701.

June 20, 1925. The Franklin-Michigan Company under management of Mr. George H. Zuver, took over dealership at Detroit.

702..

June 1925. Reported that since the formation of Franklin's Export Department with offices at New York, Franklin export business has shown a marked increase, the first five months of this year representing a 12 1/2% gain over the same period in 1924.

703.

The Franklin Company now has representation in Norway, Australia, China, Japan, Syria and Palestine, Uruguay, Porto Rica, Mexico, South Africa, Germany and the Philippine Islands.

704.

June 24, 1925. Sales reported 5300 non-cancellable orders received for Series 11 cars. Unfilled orders on hand take the output as scheduled to about September 1.

705.

June 1925 was the largest June in our history in number of cars shipped and the third largest profit we have earned in any one month, being exceeded in October and November 1919.

706.

July 20, 1925. Miss Stella Tague, Secretary to Mr. H. H. Franklin left for a two months trip to Europe. Her itinerary included Paris, Venice, Rome, Switzerland, Germany, England and Ireland.

707.

July 22, 1925. Sales reported 5711 non-cancellable orders received for Series 11 cars. Unfilled orders on hand take the output to September 30. Heavy June shipments enabled dealers generally to catch up with their orders and as shipping orders for September are rather light manufacturing schedule was reduced from forty to thirty cars per day, effective July 22, 1925.

708.

On July 10, 1925, a campaign was started to clean out the 10-C cars. There were on hand on that date 372 - 10 C cars to sell. The price to dealers was reduced \$268.00 on the touring and \$538.00 on the closed types.

709.

On August 4, 1925. H. H. Franklin Manufacturing Company executed license agreement with Chester S. Ricker, Indianapolis, Ind., to make use and sell cars embodying copper fin cylinder construction covered by patent owned by him. The consideration was \$12,500.00.

710.

July 1925. Bonus cars shipped this month reduced profits \$19,890.00.

711.

On September 1, 1925 prices on series 11 franklins were reduced as follows:

		<u>Reduction</u>
Sedan	\$3090.00	\$110.00
Touring	2635.00	15.00
Sport Runabout	2750.00	50.00
Coupe	2700.00	0.00
Sport Sedan	3225.00	125.00
Enclosed-Drive		
Limousine	3275.00	225.00
Cabriolet	4400.00	0.00

In order to equalize situation between series 10-C and Series 11 prices, a special bonus of \$100.00 on 10-C

closed and \$10.00 open cars was given dealers on all cars on order or in stock on which the special July bonus was not earned.

712.

Manufacturing schedule from September 1, 1925 to June 30, 1926 calls for production of 10,050 cars.

713.

September 1925. Copyright obtained on Franklin grille design including the bars and circle.

714.

On Sunday, October 4, 1924, at 4:30 A. M., No. 1 enameling oven exploded causing damage to the extent of \$9,400.00. The oven was filled with running board shields and it is the opinion that this was too much evaporating surface for the ventilating system.

715.

On October 22, 1925 the Manufacturing Department commenced the storage of automobile bodies on the second floor of building of Brown, Lipe Gear Company, West Fayette St. The rental for this space the same as last year, \$100.00 per floor per week.

716.

Beginning November 1 machine shop production will start on schedule of fifty-four cars per day in order to level off production peaks during the Spring months. Car assembly to start December 1, 1925 on schedule of 220 cars per week increasing each week to a peak of 365 cars, week of May 22, 1926.

717.

November 2, 1925. The Franklin Finance Floor Plan was announced to dealers to enable them to carry cars in stock without unduly tying up capital. Dealer honors draft for 20% of invoice price plus 8% charges and time draft for 80% with trust receipt is sent to Dealer's bank. Dealer pays draft and executed time draft and receipts, and bank delivers Bill of Lading on cars.

718.

November 7, 1925. J. F. deCausse sailed on the S. S. Paris for Europe taking with him two Series 11 cars, a Sedan and Coupe, for private display in England, France, Germany, Belgium.

719.

November 15, 1925. The Company exhibited at the Automobile Salon held at the Commodore Hotel in New York City two custom bodies, a sport sedan with clear vision top construction, and a coupe with collapsible top were shown.

720.

November 19, 1925. Commenced storage of automobile bodies in the Manufacturers' building at New York State Fair Grounds.

721.

On December 15, 1925, Mr. H. H. Franklin and his brother Howard, sailed from New York City to spend the holidays with Mr. Franklin's sister, Mrs. C. B. F. Moser, at San Remo, Italy. They returned February 10, 1926, after visiting points of interest in France, Belgium, Italy, England and other European countries.

722.

Effective December 1, 1925 and during the absence of Mr. Franklin in Europe, Mr. Ralph Murphy was placed in charge of all departments except Legal and Treasurer's with full authority.

723.

During the year 1925 the surplus net profit, after all adjustments, was \$2,019,170.66. Earnings on 299,424 1/2 shares of common stock outstanding equal \$5.24 per share.

724.

During the year 1925, quarterly dividends on Preferred stock amounted to \$448,899.52.

725.

On January 27, 1925 annual meeting of the H. H. Franklin Manufacturing Company was held and following officers were elected; President - H. H. Franklin, Vice-President - G. H. Stilwell; Secretary & Treasurer - F. A. Barton, Assistant Secretary and Assistant Treasurer - C. E. Hull. Mr. G. H. Stilwell was elected Chairman of the Board. The Directors elected were: H. H. Franklin, G. H. Stilwell, F. A. Barton, H. L. Franklin, E. H. Dann, A. T. Brown and Arthur E. Parsons.

726.

Annual meeting of Franklin Automobile Company held same day and following Directors were elected; President - H. H. Franklin, G. H. Stilwell, Vice-President, F. A. Barton, Secretary & Treasurer and C. E. Hull, Assistant Secretary and Treasurer. These officers with E. H. Dann make up the Board of Directors.

727.

January 16, 1926 - A. M. Taylor was appointed Advertising Manager to succeed H. H. Goodhart, who assumed the duties of Manager of Distribution. H. W. Quirt was appointed Assistant Advertising Manager.

728.

February 4, 1926 - John W. Lee, Jr., formerly President of Overland-Syracuse Company, and for many years President Syracuse Automobile Dealers Association, took up his duties as Merchandising Manager.

729.

February 8, 1926 - At 9:30 A.M. the entire paint shop discontinued work to discuss the new group piece rates and method of wage payment. The plan was accepted by the workmen and all returned to their jobs the next day.

730.

March 4, 1926 - Refund of 2% tax on retail deliveries from March 1 to March 28 was announced.

731.

March 10, 1926 - At meeting of Board of Directors, Mr. Ralph Murphy was elected a Director and Second Vice President of the H. H. Franklin Manufacturing Company.

732.

In line with policy of equalizing production to sales schedule was reduced for the first six months of 1926 to 5400 cars.

733.

March 30, 1926 - The five percent federal tax on cars was reduced to 3% and tax on automobile parts and sundries was eliminated entirely.

734.

April 22, 1926 - Dealers were notified of new prices on Series 11 cars to be announced to the public on May 2, 1926. All cars shipped to dealers after April 22 were at the new prices and dealers were protected on all new and unused series 11 cars in stock or en route.

735.

April 30, 1926 - Contract with the Commercial Investment Trust, Inc., was cancelled effective immediately, the C.I.T. company waiving the thirty day cancellation clause.

736.

On May 2 announcement was made to the public of new prices on Series 11 Franklins as follows:

	<u>New Price</u>	<u>Present Price</u>	<u>Reduction</u>
Sedan	\$2790	\$3090	\$300.00
Oxford Sedan	2865	3175	310.00
Aux. Seat Sedan	2840	3140	300.00
Sport Sedan	2910	3225	315.00
Touring Limousine	2990	3275	285.00
Coupe	2645	2700	55.00
Touring	2635	2635	.00
Runabout	2690	2750	60.00
Rumble Seat Coupe	2760	2825	65.00
Cabriolet	4400	4400	.00
Victoria Coupe	2790	New Model	

737.

May 12, 1926 - Contract was executed between H. H. Franklin Manufacturing Company and Franklin Automobile Company and Finance Corporation of America and Montgomery Acceptance Corporation covering the financing of retail sales. The advantageous low rates offered by this plan were obtained on the basis of this Company's assurance that its dealer organization would cooperate in producing a sufficient volume of Time Sales business to justify them.

738.

June 7, 1926 - The Purchasing Department was moved from the first floor of Building C-M to the second floor same building and all departments including Sales, Service, Advertising moved directly back to permit remodeling of front end of office for factory show room.

739.

July 1, 1926 - The Franklin organization celebrated the Twenty-fifth Anniversary of air-cooling by staging one hundred eighty-five low gear runs in various parts of the country, also with elaborate ceremonies at the Franklin factory at Syracuse. Service badges were awarded to sixty-four factory employees who had been associated with the company twenty years or more. Chancellor Charles W. Flint of Syracuse University was the chief speaker.

740.

July 1, 1926 - The 100 mile low gear test was participated in by 185 Franklin cars. Average oil consumption 1.46 pints per 100 miles. Gasoline consumption 6.85 miles per gal. Average time 8 hours and 6 minutes.

741.

July 22, 1926 - H. W. Quirt, Assistant Advertising Manager, resigned having purchased the Sheboygan Herald, Sheboygan, Wisc.

742.

August 8, 1926 - Announcement was made that Evan J. Roberts, Flushing, N. Y., was the owner of a 1904 Franklin, the oldest Franklin under registration continuously in service.



743.

August 23, 1926 - Prices to dealers only on Tourings was reduced \$326.25 and Runabouts \$267.50 September 1, 1926. During the first quarter of 1926 we shipped 1517 cars which is on a basis of 6300 cars per annum. On May 2, after price reductions were announced and during second quarter we shipped 2679 cars or on a basis of 7400 cars per annum. During July and August we shipped 1318 cars or on a basis of 10,000 cars.

744.

September - 1926. The Company commenced installation of crank case ventilation, a simple device that forces air under pressure into the front of the crank case, driving out the steam and evaporating the water through the oil filler pipe.

745.

September 16, 1926 - Mr. H. H. Goodhart, Director of Distribution, sailed for Europe to visit the countries of England, Holland, Germany, Italy, Switzerland and France. He returned about November 1 and assumed his former duties as Advertising Manager.

746.

September 22, 1926 - The Treasurer was given authority to use \$1,000,000 of the Company's net surplus to purchase high grade interest bearing bonds and stocks. Also to use \$150,000 of the surplus to purchase for retirement or re-issue at best price below par, the Company's issued and outstanding preferred stock.

747.

September 27, 1926 - The new show room on the first floor of the main office was opened to the Public. It occupies 5000 square feet of floor space on the main floor of Building C and permits the display of about ten cars. The walls are finished in cream with tapestry hangings, with net curtains and colored overdrapes at the windows. The furnishings include overstuffed davenports, period furniture and oriental rugs cover the floor.

748.

September 30, 1926 - J. Frank deCausse sailed for Europe

for attendance at the foreign automobile Salon. He returned about November 1.

749.

October 16, 1926 - Howard L. Franklin, Director and President of the Franklin Die Casting Corporation died on the Bellevue Golf Links while playing a foursome with F. A. Barton, C. E. Hull and C. D. Holmes. Funeral was held from his home Tuesday afternoon October 19, with burial at Oakwood Cemetery.

Mr. Franklin became a Director of the H. H. Franklin Manufacturing Company January 26, 1921, and was elected President and General Manager of the Die-Casting Corporation December 18, 1919. Resolutions of respect were adopted by the Directors on October 27.

750.

October 27, 1926 - Expenditure of \$498,972.50 was authorized by Directors to cover cost of new tools and machinery for the new five and seven passenger cars to be produced by July 1, 1927.

751.

About October 27, 1926, Mr. C. R. Hardy of Chicago, Ill., was engaged to make a survey of sales methods and policy. He completed his investigation on December 4, 1926.

752.

October 30, 1926 - The following reductions in car prices was announced:

	<u>New Price</u>	<u>Reduction</u>
Coupe	\$2490	\$155.00
Rumble Seat Coupe	2565	195.00
Victoria	2740	50.00
Oxford Sedan	2815	50.00
Limousine	2940	50.00

Dealers were notified of this change on October 20, and were protected on all new and unused cars in stock or in transit purchased within six months prior to date of reduction.

753.

November 1, 1926 - We shipped the first Series 11 B cars having clear vision body, improved manifold, 32 x 6 tires and increased space in body.

754.

November 28, 1926 - The twenty-second Automobile Salon was held at the Commodore Hotel, New York City. The company exhibited a collapsible top Coupe, Tandem Sport, Sport Coupe and Sport Touring.

755.

December 1, 1926 - Mr. A. M. Taylor of the Advertising Department was advanced to the position of Sales Promotion Manager occupying the office made vacant by Mr. Ackerman.

756.

December 1, 1926 - Mr. S. E. Ackerman, Sales Manager and connected with the Franklin organization for seventeen years took over the business of E. M. O'Donnell & Company, Syracuse distributors. The officers of the new company to be known as the Ackerman Motor Car Company, Inc., are as follows: S. E. Ackerman, President; Charles Huddleston, VicePresident; John Connolly, Secretary & Treasurer. The new organization will handle cars in counties of Onondaga, Cortland, Oswego, Jefferson, Cayuga, Madison and Oneida.

757.

December 11, 1926 - Mr. H. H. Franklin, Mrs. H. L. Franklin, and Miss Gladys Bliss sailed from New York on the "Roma" for Naples, Italy. The party expects to tour the principal countries of Europe returning in about two months.

758

During the year 1926 quarterly dividends on preferred stock amounted to \$434,547.77.

759.

January 1, 1927 - Mr. Fred B. Walker, formerly Assistant General Sales Manager of Dodge Brothers, Inc., was appointed General Sales Manager of the Franklin Automobile Company. Mr. John W. Lee was put in direct charge of Sales Department, Advertising under H. H. Goodhart and Service, F. J. Leyerle. Mr. A. M. Taylor was transferred from Advertising Department to position of Sales Promotion Manager.

760.

January 1, 1927 - The Franklin Motor Company of London, England, was incorporated to handle Franklin sales and service in England, Wales, Scotland and Ireland. Sales-room will be located in London with a branch in Edinburgh. A. J. T. Taylor is Chairman of the company, John Anderson, Managing Director and H. E. Plaister, London Manager.

761.

January 15, 1927 - Mr. B. H. Gilpin formerly in charge of the Quality Department was appointed General Manager of the Franklin Die-Casting Corporation.

762.

January 17, 1927 - The annual meeting of the Franklin Die-Casting Corporation was held and Mr. F. A. Barton was elected President to succeed the late Howard L. Franklin. Mr. G. H. Stilwell was elected Vice President and C. E. Hull Secretary and Treasurer. Directors: H. H. Franklin, G. H. Stilwell, C. E. Hull, F. A. Barton, E. H. Dann, H. H. Goodhart and J. E. Halligan.

763.

January 26, 1927 - Annual meeting of the H. H. Franklin Manufacturing Company held January 26, 1927 and the following officers and directors were elected: President, H. H. Franklin; Vice-President, G. H. Stilwell; Secretary & Treasurer, F. A. Barton; Assistant Secretary & Treasurer, C. E. Hull. Mr. G. H. Stilwell was elected Chairman of the Board. The Directors elected were: H. H. Franklin, G. H. Stilwell, E. H. Dann, A. T. Brown, F. A. Barton, Ralph Murphy, A. E. Parsons,

Annual meeting of the Franklin Automobile Company held same day and following officers and directors were elected. President, H. H. Franklin; Vice President, G. H. Stilwell; Secretary & Treasurer, F. A. Barton; Assistant Secretary and Treasurer, C. E. Hull. The Directors elected were H. H. Franklin, G. H. Stilwell, F. A. Barton, E. H. Dann, and C. E. Hull.

764.

February 2, 1927 -  
Mr. H. H. Franklin, Miss Gladys Bliss and Mrs. H. L. Franklin returned from Europe.

765.

February 15, 1927 - Mr. Edward G. Willems was appointed by General Sales Manager, Mr. Fred B. Walker, as Export Counsel. Mr. Willems was formerly connected with the Dodge organization and has had more than eighteen years experience as foreign trade representative. Mr. Willems' duties will carry him to virtually every country in the world.

766.

March 1, 1927 - The dealer organization was divided into three classes with the following discounts:  
Class A, dealers now receiving 25% on cars and additional 5% on cars sold to dealers will receive 30%. Class B, present dealers who now receive 25% discount on cars shipped will receive 25% and an additional 5% when cars are sold to dealers. Present dealers in larger retail distributing centers now receiving 25% will get 30%.

767.

March 1927 - During March, the new Cross-Licensing Agreement with the Automobile Chamber of Commerce was executed.

768.

March 1, 1927 - Mr. A. M. Taylor, Sales Promotion Manager, resigned to accept position as Manager of Sales Promotion and Advertising with the Copeland Sales Company, Detroit, Mich., manufacturers of Copeland Electric Refrigerators.

769.

March 1, 1927 - Mr. M. C. Tetley was appointed Sales Promotion Manager to succeed A. M. Taylor, and Mr. H. N. DeWitt was assigned to the duties of Mr. Tetley.

770.

March 1, 1927 - All cars shipped from the factory carry retail delivery card for which an extra charge of \$5.00 is made on each car. This \$5.00 is rebated to the dealer making delivery as soon as the card properly filled out is returned to the factory.

771.

March 1927 - Deliveries of the Twenty-fifth Anniversary Franklin during March were reported 15% ahead of 1926.

772.

April 28, 1927 - The Franklin Motor Company, London, England, appointed J. M. Sloan & Company as dealers at Edinburgh, Scotland.

773.

May 1, 1927 - Mr. L. J. Purdy, former production manager of the Oakland Motor Car Company, was appointed factory manager in general charge of manufacturing, purchasing and quality control departments.

774.

April 21, 1927 - George A. Cuddy was appointed manager of the Dealer Business Administration Department created to develop uniform accounting system among dealers.

775.

April 28, 1927 - L. Markle & Company former state distributors for Rickenbacker automobiles were appointed dealers to succeed Franklin-Butler Motors, Inc., who have had the franchise for past five years.

776.

May 12, 1927 - George S. Cronkite was appointed Acting Traffic Manager during absence of C. D. Holmes who suffered a breakdown and is now in the Adirondacks.

777.

May 15, 1927 - W. H. Davis, formerly with Goodrich Rubber Company and Firestone Rubber Company was appointed assistant to M. C. Tetley, Manager of the Sales Promotion Department.

778.

May 20, 1927 - Capt. Charles A Lindberg piloted a Ryan monoplane equipped with a 230 H.P. air-cooled Wright engine on a non-stop trip from New York to Paris. He

left New York at 7:51 A.M. May 20 and landed in Paris May 21 at 5:21 P.M. New York time. This was the first cross Atlantic flight ever made. Mr. H. H. Franklin presented him with a special Franklin Sport Sedan in recognition of his demonstration of air-cooling.

779.

June 9, 1927 - O. R. Miller was appointed head of Quality Department in place of Mr. B. H. Gilpin who was transferred as Manager of the Die-Casting Department in January. Mr. Miller comes to the Franklin Company from the Oakland Motor Car Company.

780.

July 1, 1927 - Eighty-two men who have spent twenty years or more service in employ of H. H. Franklin Manufacturing Company were entertained at luncheon by the company in Recreation Room. Mr. G. H. Stilwell was the speaker.

781.

July 7, 1927 - Mr. N. B. Reisinger was appointed District Sales Representative for State of Virginia and North and South Carolina.

782.

On July 8, 1927 - Mr. E. G. Baker, better known as "Cannon Ball Baker", was engaged by the Advertising Department to make demonstration runs of the Series 11 B and new "Airman" model cars.

783.

July 15, 1927 - Mr. F. Glenn Shoemaker for 15 years connected with research laboratories of War Department Air Service, joined the Engineering Department.

784.

July 15, 1927 - Ackerman Motor Car Company moved from their former location to 713 W. Genesee St., occupying the entire building. This gives the company greater room and conveniences necessary on account of increased business.

785.

July 28, 1927 - Col. Charles A. Lindbergh visited Syracuse, N. Y. and was the guest of honor at banquet Hotel Syracuse. The parade to the stadium was headed by twenty Franklin cars. Mr. Barton officially represented the company in the absence of Mr. H. H. Franklin.

786.

August 1, 1927 - Mr. E. R. Hoover, Assistant General Purchasing Agent of Oakland-Pontiac Division of General Motors, was engaged as Purchasing Agent for three years.

787.

August 27, 1927 - Company had 471 Series 11 B cars to ship. Special price to dealers \$1600 on Sedans and \$1700 on Sport Sedans was made in order to clean up this series. Special net price slightly under manufacturing cost. Cost of \$26,975.00 was charged against August profit and loss.

788.

September 6, 1927 - The first Series 12 cars were shipped to Ralph Hamlin of Franklin Motors, Inc., Los Angeles, Cal. He received 12-5 Sedan X172009 and 12-7 Sedan No. Y173062. Price on 12-5 Series.

789.

September 15, 1927 - Retail deliveries received for first three days of week following announcement of new Series were 45% ahead of the same period for week of September 4 and 16% ahead of last week in August.

790.

September 15, 1927 - E. R. Carhart formerly Sales Manager for Chrysler distributors at Detroit, joined the Franklin Sales organization as District Representative.

791.

September 30, 1927 - Dr. Howard Case, Syracuse, N. Y., took delivery of the first 12-5 Sedan sold locally.



792.

William Dunk, who has been connected with the company for past twenty-five years resigned as Production Manager. He was succeeded by Mr. O. R. Miller, formerly in charge of Quality Department.

793.

October 2, 1927 - Public announcement was made of the "Airman" Series 12 cars both five and seven passenger. The list price on the five passenger Sedan is \$2790, and seven passenger \$2980.

794.

On October 10, 1927 seven employees of the Service Department driving a Series 12-5 and 12-7 Sedan started on a three months trip with destination at Houston, Texas. These two cars will be driven day and night for experimental purposes.

795.

October 13, 1927 - Mr. H. F. Caskey was appointed Sales Representative to succeed Mr. R. M. Collins, resigned.

796.

October 15, 1927 - The factory payroll amounted to \$83,520.80 which was the largest payroll we have had since June 13, 1925.

797.

October 27, 1927 - Mr. M. C. Tetley in charge of Sales Promotion Department, returned to former position as District Representative for New York, and Mr. C. G. Hall, formerly with Packard and Dodge was appointed to take his place.

798.

During October 1927 we shipped 1015 cars which is the second largest October we have had in the history of the Company. In October 1911 we shipped 1101 cars. Ship-

ments in October 1927 were also the largest in any single month since June 1925 when we shipped 1291 cars.

799.

November 1, 1927 - C. D. Holmes who has been on sick leave for past six months returned to his duties as Traffic Manager.

800.

November 1, 1927 - Mr. W. H. Davis, assistant in Sales Promotion Department resigned and Mr. T. M. Lucas formerly connected with the Technical Department of Service was transferred to this position.

801.

November 23, 1927 - Mr. J. Elmo Green, District Sales Representative for Atlanta District was almost instantly killed while changing a tire on his car on Savannah road about twenty miles from Atlanta. Mr. Green was struck by an automobile driven by a Mr. C. H. Livsey, Mayor of East Point, Ga. He died at an Atlanta Hospital about four hours after the accident happened. Mrs. Green who was holding a flash light for her husband sustained a fractured skull, broken arm and severe bruises.

802.

December 1, 1927, Mr. C. J. Merklein was appointed assistant sales manager.

803.

December 10, 1927 - C. D. Lyon joined the Sales Organization as District Representative of Dallas territory. Mr. Lyon was formerly connected with the Dodge and Willys Overland corporations for eleven years. Mr. Lyon succeeds Mr. D. S. Dider, resigned.

804.

December 10, 1927 - Mr. N. B. Reisinger, formerly of Richmond-North Carolina territory was transferred to Indianapolis to take over work of O. E. Lewis resigned. Mr. H. F. Caskey who recently came from the Marmon organization replaces Mr. Reisinger in Richmond territory. He will also cover the Atlanta territory formerly handled

by Mr. Green.

805.

December 13, 1927 - Mr. H. H. Franklin sailed from New York to spend the holidays with his sister Mrs. C. B. F. Moser at San Remo, Italy. He landed in New York on return trip January 20, 1928.

806.

December 15, 1927 - Sales Promotion Department was discontinued and Mr. C. G. Hall resigned. Mr. T. M. Lucas was transferred to his former position in Service Dept.

807.

December - the first cars were assembled over the new Final Assembly line on the floor of Bldg.

808.

January 1, 1928 - Mr. F. B. Morrison was appointed General Manager of the Die-Casting Company to succeed Mr. B. H. Gilpin. Mr. Morrison was formerly a Consulting Industrial Engineer with office in Detroit.

809.

January 1, 1928 - Mr. John W. Lee, Jr., resigned as head of Sales Department which position he held since January 1, 1927.

810.

January 11, 1928 - A strong confidence and optimism in 1928 and an obvious eagerness to launch out on the sales campaign inaugurated with such rich promise by the Airman displays at New York Show marked the spirit of 350 Franklin men who gathered at the annual President's Luncheon and Dealer Conference held in the ballroom of the Commodore Hotel. General Sales Manager F. B. Walker presided. Main speaker - Lt. Bernt Balchen, pilot for Commander Byrd on the transatlantic flight. The Happiness Boys of Radio fame supplied many special songs.

811.

January 25, 1928 - On this date the annual meetings of the H. H. Franklin Manufacturing Company and Franklin Automobile Company were held. The same officers and Directors of both companies were re-elected.

812.

Records of retail orders on dealers' books for first twenty-five days of January 1928 are 58.8% ahead of corresponding 25 days in January 1927. Retail deliveries for the month surpassed all previous records for the month since 1921.

813.

February 1, 1928 - Mr. B. H. Gilpin was reappointed Chief of the Quality Department of the H. H. Franklin Manufacturing Company.

814.

February 1, 1928 - Dealers' luncheon and conference held at Drake Hotel, Chicago, was a big success. General Sales Manager, F. B. Walker, presided. Speaker Capt. H. M. Berry former War Ace and Air Mail Pilot. Special songs supplied by Salerno Bros. of Mid-West Radio fame, also Pat O'Day of the Orpheum Circuit.

815.

February 15, 1928 - Hobart C. Skinner, who has been connected with the Die-Casting Corporation for about twenty five years, resigned. Mr. H. J. Bierhart, traveling representative, also presented his resignation which was accepted February 1, 1928.

816.

February 23, 1928 - The last of the 11 B Series of cars was shipped to Houston, Texas.

817.

March 1, 1928 - Mr. E. W. Emond, who has been connected with the Engineering and Body Design Dept. since Feb. 8, 1910, left the employ of the company. Mr. Emond was the originator of the clear vision type of pillar construction

for enclosed bodies and other improvements in automobile bodies.

#818.

March 14, 1928 - New England Dealers at luncheon and conference at Boston show very enthusiastic. Speaker Lt. R. D. Thomas, Naval Aeronautical Expert.

819.

March 16, 1928 - J. F. deCausse, head of the Custom Body Department, sailed on the Ile De France for a stay of several weeks in Paris.

820.

March 28, 1928 - Mr. F. B. Walker, who came with the Company as Sales Manager in January 1927, resigned this position. Temporarily administration of sales was carried on by Mr. J. E. Halligan.

821.

April 3, 1928 - Mr. E. G. Willems, Export Counsel, landed in New York after a year's trip as far north as Finland, into Great Britain and South America.

822.

April 23, 1928 - Mr. Marshall Allen joined the sales organization in a field capacity.

823.

May 1, 1928 - Mr. F. H. Sanders joined the Sales Organization in an Executive capacity. Mr. Sanders was a former dealer at Chicago.

824.

May 10, 1928 - Clarence D. Chamberlin, Transatlantic flyer, Count Igor Sikovksy, Aircraft builder and designer, and Capt. Cyril Moore, Sales Manager, Atlantic Aircraft Corporation, visited the factory and inspected engine producing facilities.

#825.

May 15, 1928 - Raymond H. Dietrich, famous coach designer and builder, has joined the custom body department as Consulting Designer, maintaining headquarters at Detroit, Mich.

826.

May 17, 1928 - J. Frank deCausse died on May 10, 1928 in Paris from an illness extending nearly two years. Direct cause of death was pleurisy. He was buried in Philadelphia, Pa.

827.

June 2, 1928 - M. C. Tetley, District Representative, sailed for England. His stay is indefinite as it will be in connection with Sales Expansion by the London Distributor.

828.

On June 12, 1928 - a convention was held at the factory attended by over 350 members of the dealer organization. Speaker-Alfred Reeves, General Manager, National Automobile Chamber of Commerce. It was the most successful thing of its kind that the company has ever undertaken. Meetings of this nature are to be a semi-annual event.

At this convention we showed dealers the new Franklin Series 12-B to be announced to the public on July 8. This is known as Airman Limited.

In addition to the newspaper and magazine announcements, we plan a special coast to coast radio program on Monday evening, July 9, at 9P.M. Eastern Standard time.

We also announced to the dealers that in January, 1929, we planned to have an additional line of cars to sell at approximately \$2200.

829.

June 15, 1928 - Mr. Robert O. Brown was transferred from the Manufacturing Department of the H. H. Franklin Manufacturing Company to General Manager of the Franklin Die-Casting Corporation.

830.

Saturday, June 16, 1928, Cannon Ball Baker, in a standard Series 12-A Franklin 5-passenger Sedan shattered all coast to coast records by the wide margin of 10 hours and 36 minutes. The distance of 6,692 miles was covered in total elapsed time of 157 hours, 23 minutes.

831.

June 23, 24, 25, 1928 - Service Men's Convention holds intense interest through three day session. Mr. W. B. Burruss of Washington, D. C. gave an address on Service Salesmanship following Tuesday's luncheon.

832.

June 27, 1928 - Dividends on Common Stock resumed, first one since 1921. A dividend of 50¢ per share payable July 20 to stockholders of record July 10, 1928.

833.

June 28, 1928 - L. J. Purdy elected Director and Vice President of the Franklin Die-Casting Corporation in charge of sales and manufacturing. G. H. Stilwell resigned as Vice President of the Franklin Die-Casting Corporation and H. H. Goodhart resigned as a Director of the Corporation.

834.

July 1, 1928 - R. P. Lay appointed Assistant Chief Engineer. Mr. Lay was formerly connected with our company in an engineering capacity.

835.

July 6, 1928 - Signed a two year contract with Cannon Ball Baker, World Famous Auto Driver with renewal option for one or two years.

836.

July 15, 1928 - Richard L. Edwards joined the Export Department as Assistant Manager. Mr. Edwards has had a great deal of experience in export matters.

837.

July 23, 1928 - John H. Gordon for many years with Dodge Brothers as District Representative in this country and Europe, joined the Sales Department as District Representative.

838.

July shipments break all July records in Franklin history. More than 51% ahead of July 1927.

839.

August 1, 1928 - Charles A. Tucker for the last four years General Sales Manager of the Peerless Motor Car Company of Cleveland, Ohio, and from 1920 to 1921 General Sales Manager for the Oldsmobile Motor Works, joined the Sales Department as District Representative.

840.

August 4, 1928 - Cannon Ball Baker drove a stock Franklin Sedan for 14.2 miles up the famous Lookout Mountain road in Tennessee and return in the amazing record time of 20 minutes and 52 seconds. To the top in 10 minutes, 59 seconds, down trip 9 minutes, 38 seconds, averaging 40.8 miles per hour. Smashed the previous time by 4.6 miles per hour.

841.

August 15, 1928 - Charles Parks, who has been Wholesale Sales Manager for Vesper Buick Auto Co. of St. Louis, Mo., joined the Sales Department as a special representative.

842.

Public interest in the Franklin car stimulated by the Airman Limited models, the factory and dealer activity, together with the feats of Cannon Ball Baker, have been reflected in higher prices for Franklin securities. During the past week Common Stock sold for \$30.00 and preferred stock for \$95.00 per share.

843.

August 25, 1928 - Edward G. Willems, Export Counsel, sailed on the Majestic for France and an extended trip through Europe.



844.

August 27, 1928 - William L. Nicoll and Sidney Watson joined the organization as Foreign Representatives traveling through Europe and Latin America. Mr. Nicoll sailed on Ile De France, September 7, 1928

845.

September 3, 1928 - Cannon Ball Baker, driving a Franklin special raced the Classic Pikes Peak hill climb in 19 minutes 25 1/5 seconds. This was the first time a Franklin was ever entered in this Labor Day classic and by its remarkable performance gained the admiration of all those present.

846.

September 4, 1928 - Mr. John E. Williams assumed the duties of Vice President of the Franklin Automobile Company in charge of Sales, Service and Advertising. For the past year and one-half he has been connected with the company as Merchandising and Advertising Counsel.

847.

September 14, 1928 - L. B. Benham, Export Manager, sailed for Paris France to attend the auto show.

848.

September 14, 1928 - Addison V. Harger joined our Sales Department as District Representative.

849.

September 17, 1928 - F. H. Sanders takes over Chicago Dealership as Franklin Motor Car Company.

850.

September 18, 1928 - Banquet to twenty year men. 12 more have completed 20 years' service. There were 71 men at banquet. Mr. G. H. Stilwell Chief Speaker.

851.

September 21, 1928 - E.S. Marks and Sidney Watson sail from New York on the Steamship "Paris" for Havre to attend auto show.

852.

September 21, 1928 - Cannon Ball Baker driving the Franklin Special, made a new world's record up Mt. Washington, streaking his way from Toll House to Summit in 14 minutes, 49  $\frac{3}{5}$  seconds, breaking the previous record by 2 minutes 10  $\frac{2}{5}$  seconds.

853.

September 26, 1928 - Dividend of 50¢ per share on common stock was declared payable October 20 to stockholders of record October 10.

854.

October 1, 1928 - F. F. Stevens joined Sales Department as District Representative.

855.

October 8, 1928 - Cannon Ball Baker driving a Franklin stock Sedan to a new world's record. Flashing up the 17.5 mile standard course of Mt. Mitchell to Camp Alice in 35 minutes, 35 seconds, the Franklin beat the previous record by 5 minutes, 25 seconds. Not content with one record, Baker made a new fast round-trip record over the entire course which extends 4.3 miles farther up the peak in the remarkable low time of one hour, 31 minutes, 21 seconds. Then to further show the hill-power he continued on for another round trip making a total of 87.2 miles with elapsed time of only 3 hours, 3 minutes, 1 second. Another new record.

856.

October 30, 1928 - The New England dealers under the direction of Mr. George W. Bartlett, drove away 31 Franklin cars. They were escorted out of the city by the Traffic Squad of Syracuse police.

857.

October 31, 1928 - Ackerman Motor Car Company, Syracuse dealer, drove away 8 cars today.

858.

October 31, 1928 - Mr. Arthur E. Parsons, a Director of the H. H. Franklin Manufacturing Company, since 1925, died suddenly of heart disease while enroute from Cleveland to Syracuse Tuesday night. Funeral was held on November 2, 1928.

859.

November 17, 1928 - On this date our Pennsylvania dealers under direction of Mr. E.W. Killgore, drove away 51 Franklin cars, they were escorted by a Traffic squad of Syracuse police.

860.

November 20, 1928 - Cannon Ball Baker driving a Franklin stock Sedan dashed from New York to Chicago in 18 hours, 59 $\frac{1}{2}$  minutes, for a new world's record. This amazing 840 mile run timed by Western Union officials beat the previous official automobile record by 7 hours 50 $\frac{1}{2}$  minutes. It required 20 hours for the fastest limited trains to travel between these two points.

861.

November 28, 1928 - E.C. Seaton joins Sales Department as Special Representative. Formerly with Studebaker Corporation.

862.

December 11, 1928 - Mr. Kenneth B. Lewis entered our employ as a District Sales Representative.

863.

December 15, 1928 - Mr. Wade B. Merrow entered our employ as an assistant in the manufacturing department.

864.

December 18, 19, 20, 1928 - A conference of Franklin Dealers was held on the Sixth Floor of the factory. A new line of Franklin cars was shown to be known as Models 130, 135 and 137.

The 130 is 120" Wheelbase	\$2180.00
The 135 is 125" Wheelbase	2485.00
The 137 is 132" Wheelbase	2775.00

They were received with much enthusiasm.

865.

January 9, 1929 - Annual President's Luncheon in connection with the National Automobile Show, held at the Commodore Hotel, New York.

Mr. H. H. Franklin was in attendance.

Principal speaker: Wm. B. Stout, Head of the Aviation Division of the Ford interests, Ford Air Port, Detroit, Mich.

Music and fun by: Will Rogers  
Bob Hall  
Happiness Boys

450 Franklin dealers and salesmen were present.

866.

January 5 to 12, 1929 - Among the 46 makes of cars, including five of foreign manufacturers, seen at the current twenty-ninth National Automobile Show, held at the Grand Central Palace in New York, only four -- one of which is Franklin -- were present at the first show held 28 years ago.

867.

January 16, 1929 - Fastest time on wheels recorded by Cannon Ball Baker in a Model 135 Sedan from NEW YORK to MIAMI in 31 hours, 10 minutes -- establishing an average for the distance of 49.44 miles per hour. Beats Limited train by 1 hour, 50 minutes. Cuts 7 hours, 57 minutes from previous automobile record.

868.

January 21-22, 1929 - One hundred and fifty Franklin service men attended a two-day Factory service convention, called to study assembly details and accessories of 1929 cars.

January 21, 1929 - At the annual meeting of the Franklin Die Casting Corporation, held on this day, the following officers and directors were elected:

Officers: L. J. Purdy, President  
 R. O. Brown, Vice President  
 J. E. Halligan, Secretary  
 F. A. Barton, Treasurer  
 R. M. Tennant, Assistant Treasurer

Directors: H. H. Franklin  
 L. J. Purdy  
 R. O. Brown  
 J. E. Halligan  
 E. R. Hoover  
 R. Murphy  
 Giles H. Stilwell

January 23, 1929 - At the annual meeting of the H. H. Franklin Manufacturing Company, held this day, the following officers and directors were elected:

Officers: H. H. Franklin, President  
 Giles H. Stilwell, First Vice President  
 R. Murphy, Second Vice President  
 F. A. Barton, Secretary and Treasurer  
 C. E. Hull, Asst. Secretary and Treasurer

Directors: H. H. Franklin  
 E. H. Dann  
 Giles H. Stilwell  
 A. T. Brown  
 F. A. Barton  
 R. Murphy  
 J. E. Halligan  
 C. E. Hull

871.

January 23, 1929 - At the annual meeting of the Franklin Automobile Company held on this day, the following officers and directors were elected:

Officers: H. H. Franklin, President  
J. E. Williams, Vice President  
F. A. Barton, Secretary and Treasurer  
G. E. Hull, Asst. Secretary and Treasurer

Directors: H. H. Franklin                      John E. Williams  
F. A. Barton                                  R. Murphy  
Giles H. Stilwell                          C. E. Hull

872.

January 23, 1929 - At the annual meeting of the Franklin Development Corporation, held this day, the following officers and directors were elected:

Officers: H. H. Franklin, President  
Giles H. Stilwell, Vice President  
F. A. Barton, Secretary and Treasurer  
R. M. Tennant, Asst. Secretary and Treasurer

Directors: H. H. Franklin  
Giles H. Stilwell  
F. A. Barton

873.

January 30, 1929 - The President's Luncheon in connection with the Chicago Automobile Show was held in the Crystal Ballroom of the Blackstone Hotel on this day.

Chief speaker: Frank H. Davis of the Penn Mutual Life Insurance Co., Chicago

Music and entertainment furnished by:  
Fred Carberry, Song Leader  
Bob Hall

Cannon Ball Baker told of the recent road records which were made with the new model cars.

874.

January 31, 1929 - Alexander T. Brown, President of the H. H. Franklin Manufacturing Company from 1894 until 1907, and later a Director of that Company, died at his home in Syracuse, Thursday, January 31, 1929.

375.

January 1929 - Parts made by the Franklin Die Casting Corporation, pioneer of the die casting industry and parent company of the Franklin automobile, were used by the army airplane "Question Mark" which set the 156-hour endurance mark recently. The "Question Mark" motors carried Scintilla Magnetos, the castings of which are the permanent mould type made by Franklin.

376.

February 1929 - Returning from Kansas City to St. Louis, Cannon Ball Baker set an average of 60.3 miles per hour for the 240 miles. Elapsed time was 3 hours, 59 minutes. Zero weather with heavy head winds and traffic retarded the speed.

377.

February 7, 1929 - At the annual meeting of the Syracuse Land Development Co., Inc., held this day, the following officers and directors were elected:

Officers: F. A. Barton, President  
G. H. Stilwell, Vice President  
R. M. Tennant, Secretary & Treasurer  
Herbert Hess, General Manager  
G. H. Stilwell, Attorney

Directors: G. A. Barton Herbert Hess  
G. H. Stilwell R. Murphy  
L. J. Purdy

378.

February 15, 1929 - Mr. Franklin and Mr. Barton sailed from New York for San Remo, Italy.

Mr. Franklin returned on the Ile de France, arriving in New York on March 26, 1929.

Mr. Barton returned on the Leviathan, April 5, 1929.

379.

February 25, 1929 - Appointment of K. C. Haven as Body Engineer of the Franklin Company.

880.

February 28, 1929 - The first international air mail flight to Central American countries on which Colonel Lindbergh piloted the Miami-Canal Zone hop, carried both going and returning company correspondence with Sydney Watson, Latin American export representative, then in Panama City, Panama.

881.

March 14, 1929 - Cannon Ball Baker, in a Model 135 Franklin Sedan, set an average of 53-1/4 miles for 687-1/2 miles over rough roads between Dallas and El Paso, Texas. Elapsed time - 12 hours, 54 minutes.

882.

March 27, 1929 - The fourth quarterly dividend on common shares of the H. H. Franklin Manufacturing Company to be declared since payments were resumed on that class of stock in July 1928 was voted by the board of directors at a meeting held this day. Preferred stock dividend was voted at the same time.

The common stock dividend amounted to 50 cents the share payable April 20 to stockholders of record April 10, Preferred dividend, the regular \$1.75 payable May 1 to holders of record April 20.

883.

April 2, 1929 - Cannon Ball Baker, in a 135 Franklin Sedan, lowered great American desert record by 1 hour, 11 minutes. Set 50.16 MPH average in 892 mile dash across mountain and desert highway from LOS ANGELES to PHOENIX, ARIZONA, and return.

884.

April 14, 1929 - Cannon Ball Baker drove a stock Model 130 Franklin Sedan over the steep, serpentine road to the top of Mount Diablo near Walnut Creek, Calif., covering the 46.4 miles required for two round trips, in 1 hour, 34 minutes, 14-1/5 seconds -- or a general average of 29.54 miles the hour.



885.

April 23, 1929 - Cannon Ball Baker, in a Franklin Model 135 Sedan, clipped 1 hour and 25 minutes from auto record from FRISCO to LOS ANGELES. Covered the entire distance of 412 miles in 7 hours, 32 minutes -- averaging 54.7 miles the hour.

886.

May 1929 - S. E. Ackerman, President of the Ackerman Motor Car Co., Inc., Syracuse distributor was chosen President of the Syracuse Automobile Dealers' Association.

887.

May 1, 1929 - Mr. Franklin attended the testimonial luncheon which was tendered Mr. Wallace L. Wilcox on May 1, in celebration of his 25th anniversary as a Franklin dealer. Ten of the other executives of the company, and Franklin men from all over the New England States were present. A bronze plaque was presented to Mr. Wilcox by the Franklin Company memorializing the event.

888.

May 3, 1929 - Cannon Ball Baker, in a Franklin stock Sedan, made the run from SALT LAKE CITY to LOS ANGELES - a distance of 765 miles, in 14 hours, 57-1/2 minutes. This was 8 hours, 42-1/2 minutes faster than the best limited trains on the Union Pacific. Average speed 51.14 miles the hour.

889.

June 1929 - Election of Mr. Franklin to the board of trustees of Syracuse University and to the executive committee of that board was announced at the annual commencement meeting held in Syracuse during the week of June 6, 1929.

890.

June 1929 - In his 137 Runabout, Mr. Franklin drove from the Plaza Hotel in New York City to his home on James Street in Syracuse, in 6 hours, 24 minutes -- one minute longer than train time from station to station. Mr. Franklin drove the entire distance himself.

391.

June 26, 1929 - Marking the anniversary of 1928's resumption of dividends on common shares of the H. H. Franklin Manufacturing Company's stock, directors in regular meeting held this day declared a 50-cent the share disbursement on the common payable July 20 to holders of record July 10. Regular quarterly preferred dividend of \$1.75 the share was declared payable August 1 to holders of record July 20. Preferred dividends have never been passed.

Market quotations on the common recently was 46, a new high since 1925. Preferred shares are quoted at 88.

392.

July 1, 1929 - Preliminary estimate of earnings of the Franklin Automobile Company for the first six months of 1929 is \$1,250,000 net after taxes have been deducted. With sums necessary for preferred dividends withdrawn, the remainder equals earnings of \$3.50 the share on common stock.

393.

July 1929 - During the month of July Cannon Ball Baker passed two important milestones in his career -- the first, marking of his entry into the racing game twenty-five years ago, and the second the first anniversary of his regular connection with the Franklin Company.

394.

July 9, 1929 - Boston accepted challenge made by Los Angeles on retail deliveries between midnight of June 30, 1929 and midnight of December 31, 1929.

Each organization put up \$1,000; district manager for Boston territory, George W. Bartlett, and district manager for Los Angeles territory, F. F. Stevens, added \$100 each to the fund, and John E. Williams put up an additional \$1,000 for the Factory.

Boston won this contest, by delivering 56 more new Franklin cars than Los Angeles during the last six months of 1929.

Celebrated by a dinner given by George Bartlett on January 30, 1929.

395.

August 1, 1929 - Hulett Motor Car Company, Inc., one of the strongest organizations on New York Auto Row, were appointed Franklin distributors for that territory. Orders for cars for immediate requirement amounting to more than one and one-half million dollars were involved.

396.

August 1929 - "Lead-the-Industry" campaign was launched among distributors, dealers and salesmen for the period of September 1 to the end of year, 1929.

397.

August 1929 - Representation by graphic curve of the trend in common stock prices of Franklin Securities of 15 other motor companies shows for the period 1926 to the middle of August, 1929, the constructive influence which has been operative in trading in Franklin shares since the first quarter of 1928.

Franklin prices not only peaked more sharply at the first of the current year, but are at present substantially above the price levels of that time, and more than 140% ahead of the price levels of mid-year 1928.

Securities of the general industry represented by the 15 motor companies on the other hand, after a relatively unimportant flurry at the opening of the new year's trading, have sagged almost without interruption, being on July 30 virtually on a par with the quotation average of July 30, 1928.

398.

August 14, 1929 - M. C. Tetley, managing director of Regent Motors Ltd., Franklin distributors in London, arrived in America to visit the Franklin factory.

Sales in London during the two months of June and July, 1929, exceeded the 1928 twelve months' total, as result of the intensive organization the English distributorship is showing.

899.

September 1929 - Net earnings of the H. H. Franklin Manufacturing Company in the first seven months of 1929 increased nearly one million dollars compared with the corresponding period in 1928. The figures show \$1,417,937.41 up to July 31, 1929, against \$519,031.13 net earnings to the same date in 1928.

Earnings per share on common stock after preferred dividends, taxes and all adjustments amount to \$3.77, almost five and a quarter times the comparable figure of 72¢ per share in 1928.

900.

September 1929 - In the Pikes Peak Race, competing with 11 cars of water-cooled make, Franklin finished within 50 seconds of the winner, and third in line.

901.

September 2, 1929 - Franklin Sets World's record in six non-stop round-trip runs on Pikes Peak by Cannon Ball Baker in a 135 Sedan. Climbing altitudes equivalent when totaled to 5.16 miles straight in the air, this record was made in the elapsed time of 4 hours, 24 minutes. Total distance - 150.28 miles, covered at an average speed of 34.03 MPH.

902.

September 19, 1929 - Formation of the Franklin Illinois Company, a selling organization to handle the distribution of Franklin cars in the Chicago territory was announced.

Incorporated under the laws of Illinois, the company is headed by:

H. H. Franklin, President  
John E. Williams, Vice President  
F. A. Barton, Secretary and Treasurer.

Administration of the new selling organization is in the hands of an operating committee, of which

Marshall Allen is Manager  
George A. Cuddy, Comptroller  
Chas. Parks, Sales Supervisor

903.

September 24, 1929 - Cannon Ball Baker in a Franklin Sedan crossed the Rockies in low gear dash to summit of Continental Divide -- a climb of 1700 feet, in 2.2 miles through a snow storm which left four inches of snow, slush and mud, over Clark's road -- an average of 16.1 miles the hour.

904.

September 25, 1929 - The regular quarterly dividend of \$1.75 the share on preferred stock of the H. H. Franklin Manufacturing Company, and of 50 cents the share on common shares, was declared at a meeting of stockholders held this day. The preferred dividend payable November 1 to holders of record October 20, while the common dividend is payable October 20 to holders of record October 10.

905.

September 27, 1929 - L. B. Benham sailed on the Ile de France, for the International automobile shows in Paris and London.

October 2, he was followed by R. Murphy and L.J. Purdy, who with their wives sailed on the Aquitania.

Mr. Benham returned to the States on November 8, 1929, very much impressed with the strong showing Franklin made.

Mr. Murphy and Mr. Purdy returned on October 26, 1929.

906.

October 1, 1929 - Movement of machinery of the General Die Casting Company of Reading, Pa. to the plant of the Franklin Die Casting Corporation of Syracuse, has been completed. The new business which comes to the Franklin organization as a result of the negotiation is now being handled entirely from the Syracuse plant.

The General Die Casting Company which has been in business for five years was noted chiefly for its output of automobile body hardware in which line it occupied a leading position in the industry. Its acquisition by Franklin makes possible an extension of the fields in which that company has operated.

907.

October 5, 1929 - Franklin shatters auto and train records in 180-mile dash from GREAT FALLS to BUTTE, MONT., by Cannon Ball Baker. An average of 45.65 miles the hour. Total elapsed time, including six minutes for tire change, was 3 hours, 56 minutes, 30 seconds, which beat by 1 hour, 38-1/2 minutes the fastest Great Northern trains between the two points.

908.

On October 29, 1929, the Franklin Automobile Company opened a Branch in St. Louis, Mo., because of the unsettled conditions pertaining to the distributorship for that territory.

This Branch looked after the sales end of the business.

The former distributor, Franklin Motor Car Company (A. E. Spielberg) took care of service.

909.

November 1, 1929. - One of the greatest advances in the sociologic relationships of industry with the community in which it is located, was made this day by the H. H. Franklin Manufacturing Company in the announcement of a plan whereby old age security is guaranteed veteran employees whose physical strength is unequal to the demands of a highly geared production system.

Pursuant to the plan a newly-created division in the Franklin plant will provide employment for men ineligible to retirement pay, who have passed the peak of their physical strength, but whose mental and manual skill is still of commercial value to themselves, their employer and the community at large. Such men will work for special pay at special jobs for which they are fitted, but only for a limited number of days each week, the limit being set according to each individual's strength, so that a margin for rest and recuperation sufficient to insure health, happiness and social usefulness will be maintained.

910.

November 1929 - Total dividend payments of the H. H. Franklin Manufacturing Company during the current year amounted to \$984,173, the largest income ever received by company stockholders. The payments amounted to a return of 6-2/3 per cent. on the current quotation for common stock, and of 7 per cent. on the preferred.

911.

November 21, 1929 - Cannon Ball Baker crossed continent, NEW YORK CITY to LOS ANGELES, in 69 hours, 31 minutes. Clipped 4 hours, 29 minutes from mark which he made in round-trip trans-continental run and 8 hours, 9 minutes from water-cooler record made by Studebaker.

912.

November 27, 1929 - At a meeting of the boards of directors of the H. H. Franklin Manufacturing Company and the Franklin Automobile Company, the resignation of Mr. C. E. Hull as Assistant Secretary and Treasurer was accepted, to take effect immediately.

At the same meeting, Mr. J. Jay Dougherty was elected to the office of Assistant Secretary and Treasurer of both companies, to succeed Mr. Hull.

913.

November 27, 1930 - At a meeting of the H. H. Franklin Manufacturing Company, the resignation of Mr. Giles H. Stilwell, as First Vice President and Legal Advisor, was accepted, to take effect January 1, 1930.

Mr. James S. Styron was appointed to take over Mr. Stilwell's legal duties as of January 1, 1930.

914.

December 1929 - W. A. McNabb joined the Engineering Department as Color Expert.

915.

The following regional meetings for distributors and Factory executives were held during December 1929, to view the new Model Series 14 cars and discuss plans for the year 1930:

San Francisco (for Pacific Coast Distributors)	Dec. 11, 1929
Chicago (for Mid-West Distributors)	Dec. 16, 1929
Syracuse (for Eastern Distributors)	Dec. 19, 1929

916.

December 12, 1930 - Mr. Franklin sailed from New York on the SS Roma, on a voyage taking him to Mediterranean ports.

He returned on January 13, 1930.

917.

December 1929 - The first airplane-type motor ever to be employed in an automobile, appeared in the new line of cars brought out by the Franklin Automobile Company for the year 1930, and put on display for the first time before the distributors' conferences held in San Francisco, Chicago and Syracuse, during the month of December 1929.

First public exhibition of the line was made at the New York Automobile Show, which opened on January 4, 1930, at the Grand Central Palace.

918.

December 27, 1929 - First flight in history made with a stock automobile motor in a stock airplane was made when a Waco three-place biplane, powered by one of the new airplane-type Franklin automobile motors, lifted its wheels from the ground and slanted rapidly upward during a test at the municipal airport in Dayton, Ohio.

919.

January 6, 1930 - The President's luncheon during the New York Automobile Show, held at the Commodore Hotel, was a spectacular event, due to the unveiling of the Waco airplane which had flown the first automobile motor at Dayton, and which was quite a sensation to the dealers.

Principal speaker - Dr. Edward J. Cattell.

Others on the program - Wm. B. Stout  
Chester Gruber, St. Louis.

Four hundred seventy-three dealers and salesmen were in attendance.



January 6, 1930 - At the President's luncheon held during the New York Automobile Show, at the Commodore Hotel, Cannon Ball Baker told the dealers that, starting two hours and twenty-five minutes behind the fastest train from New York to St. Louis, driving one of the new 1930 airplane-type air-cooled motors on his latest transcontinental run, he passed the train at Dayton, gave it another lead of 25 minutes in Indianapolis, and reached the Missouri metropolis three hours and forty-five minutes ahead of the flyer.

921.

January 8, 1930 - Ed G. Willems, Export Counsel, returned to the United States after a sixteen months' trip around the world.

922.

January 1930 - Immediately following the New York Show, held during the week of January 6, 1930, there was a conference of the export field at the Factory in Syracuse.

In addition to the Export executives, the following representatives were present:

L. B. Clarkson, representative for Australia  
 R. W. Henry, representative for New Zealand  
 Wm. L. Nicoll, European representative  
 Sidney Watson, Latin American representative.

923.

January 14, 1930 - At the annual meeting of the Syracuse Land Development Co., Inc., the following officers and directors were elected:

F. A. Barton, President  
 J. S. Styron, Vice President  
 J. J. Dougherty, Secretary & Treasurer  
 J. E. Halligan, Comptroller  
 Herbert Hess, General Manager

Directors:

F. A. Barton  
 J. S. Styron  
 L. J. Purdy  
 Herbert Hess.  
 R. Murphy

January 18, 1930 - NEW YORK to MIAMI, a distance of 1451 miles, was completed in 24 hours, 20 minutes, by Cannon Ball Baker in a Franklin car. Eight hours faster than the Miamian Limited, the fastest train over the Seaboard Airline route. An average of 59.6 MPH.

925.

January 20, 1930 - At the annual meeting of the Franklin Die Casting Corporation, the following officers and directors were elected:

L. J. Purdy, President  
 R. O. Brown, Vice President  
 J. E. Halligan, Secretary  
 F. A. Barton, Treasurer  
 R. M. Tennant, Assistant Treasurer

## Directors:

H. H. Franklin	L. J. Purdy
J. S. Styron	R. O. Brown
R. Murphy	E. R. Hoover
J. E. Halligan	

926.

January 22, 1930 - Profits of Franklin Company increased 102% in year 1929, over 1928, as was announced at the annual meeting of the H. H. Franklin Manufacturing Company held this day.

927.

At the meeting of the H. H. Franklin Manufacturing Company held on January 22, 1930, stockholders voted to ratify organization of the Franklin Executives' Holding Corporation, established to give key men in the company opportunity to share in the growth and prosperity of the company through setting aside a certain portion of the net profits after a prescribed return on capitalization, for the purchase of common stock of the H. H. Franklin Manufacturing Company, in the dividends on which the executives will share.

January 22, 1930 - At the annual meeting of the H. H. Franklin Manufacturing Company, the following officers and directors were elected:

H. H. Franklin, President  
 R. Murphy, First Vice President  
 L. J. Purdy, Second Vice President  
 Giles H. Stilwell, Chairman of the Board  
 F. A. Barton, Secretary & Treasurer  
 J. J. Dougherty, Asst. Secretary & Treasurer

Directors:

H. H. Franklin	E. H. Dann
G. H. Stilwell	L. J. Purdy
R. Murphy	E. S. Marks
F. A. Barton	J. E. Williams

January 22, 1930 - At the annual meeting of the Franklin Automobile Company, held this day, the following officers and directors were elected:

H. H. Franklin President,  
 J. E. Williams, Vice President  
 F. A. Barton, Secretary & Treasurer  
 J. J. Dougherty, Assist. Secretary & Treasurer  
 and Auditor.

Directors:

H. H. Franklin	R. Murphy
J. E. Williams	Jas. S. Styron
F. A. Barton	

January 22, 1930 - At the annual meeting of the Franklin Development Corporation, held on this day, the following officers and directors were elected:

H. H. Franklin, President  
 J. S. Styron, Vice President  
 F. A. Barton, Secretary & Treasurer  
 J. J. Dougherty, Asst. Secretary & Treasurer

Directors:

H. H. Franklin  
 J. S. Styron  
 F. A. Barton

931.

January 1930 - Figures compiled by the N. A. C. C., and based on the year's shipments show that Franklin advanced three places during 1929 with reference to the remainder of the industry.

932.

January 27, 1930 - One hundred seventy-five Franklin dealers gathered for President Franklin's annual Chicago Show luncheon at the Blackstone Hotel.

Mr. Franklin was present.

Principal speaker: Robert C. Zuppke, famous Illinois football coach.

Other speakers: Pilot Johnson, who flew the plane in the Dayton flight

Cannon Ball Baker

Wm. B. Stout

Fun and music by: Captain Niccolo Marino, impersonator  
Troubadour singers of the Four Nighthawks  
Miss Eunice Harper, vocalist.

933.

February 1930 - Concessions covering the exclusive manufacturing and distributing rights of the Davis License Plate Frame and Holder Corporation of America, were acquired by the Franklin Die Casting Corporation, a subsidiary of the H. H. Franklin Manufacturing Company.

934.

February 21, 1930 - At the annual meeting of the Franklin Illinois Company, Chicago, held on this day, the following officers and directors were elected:

H. H. Franklin, President

J. E. Williams, Vice President

F. A. Barton, Secretary & Treasurer

Directors:

H. H. Franklin

R. Murphy

J. E. Williams

F. A. Barton

Marshall Allen

935.

March 3, 1930 - Ralph Hamlin of Los Angeles was feted at a dinner in honor of his 25th anniversary as a Franklin distributor.

Mr. Williams attended from the Factory, and presented Mr. Hamlin with a bronze plaque memorializing this event.

936.

March 1930 - Mr. Franklin drove from NEW YORK to SYRACUSE in a Model 145 -- a distance of 280 odd miles in 5 hours, 45 minutes. The run was timed from the Plaza Hotel in the heart of New York, to his home on James Street, Syracuse, giving an average speed greater than 49 miles per hour.

937.

March 13, 1930 - J. B. Hulett, President of the Franklin distributorship in New York, was elected Secretary and Treasurer of the Automobile Merchants Association of New York, Inc., at a meeting of the board of directors held this day.

938.

March 1930 - Driving 1300 miles from Syracuse, N. Y. to Daytona Beach, Fla. in four days, during which ample time was taken out for sight-seeing, S. E. Ackerman, Syracuse distributor, completed a self-demonstration trip which he says "astounded him through its revelation of the capabilities of the Series 14 Franklin."

Speed from 50 to 60 miles the hour was maintained almost constantly.

The car was a 145 speedster.

939.

March 1930 - Baker sets fastest Franklin record - 83.4 miles the hour in a 145 Sedan, in the 5.2 miles across the Gandy Toll Bridge between TAMPA and ST. PETERSBURG, in an elapsed time of 3 minutes, 43.9 seconds.

March 1930 - Appointment of E. S. Marks, chief engineer of the Franklin Automobile Company, as temporary chairman of the Syracuse Section of the S.A.E. was announced during the week of March 20.

R. P. Lay, assistant chief engineer for Franklin was named as chairman of the membership committee.

R. B. Beauchamp, Franklin planning engineer, is with Lay on the membership committee.

941.

March 15, 1930 - "Tell-the-World" campaign was launched.

942.

March 27, 1930 - At a meeting of the directors of the H. H. Franklin Manufacturing Company, a \$1.75 dividend on preferred shares was declared, payable May 1 to holders of record April 20.

943.

March 1930 - J. E. Halligan made an average of 43 miles the hour for the 1542 miles from MIAMI BEACH to SYRACUSE, N.Y. Mr. Halligan made the run in three daily journeys, covering 549 miles from Miami Beach to a point north of Savannah the first day, 500 miles to Fredericksburg the second day, and 433 miles to Syracuse the third day.

Gasoline average for the distance was 11.7 miles per gal.

944.

April 1930 - Tribute to Mr. Franklin and to Mr. Ford for their pioneering work in getting the motor industry under way and established on a sound basis, was paid in radio advertising broadcast in the interests of Durant Motors, Inc.

945.

April 10, 1930 - F. J. Schaefer of the Service Division sailed for Europe on a tour of inspection of Franklin service facilities in the various cities where dealerships are located

Mr. Schaefer returned to the factory on June 6, 1930

946.

April 10, 1930 - Body Engineering Department made a part of the Engineering Department.

Simultaneously, a new division was created, known as the Custom Car Division.

K. C. Haven placed in charge of the Custom Car Division

947.

April 1930 - 304 miles at 51.2 miles the hour across the burning floor of the Mohave desert and Death Valley from the Los Angeles County Court House to Furnace Creek Inn, later proceeding on through Daylight Pass to "Death Valley" Scotty's palace and thence to Bungalow City, was covered early in April by Charles J. Carr, Santa Monica, Calif. Franklin dealer, driving a stock model 145 Franklin Sedan.

948.

April 13, 1930 - Ed G. Willems, export counsel of the Franklin Factory, left for Mexico City on a trip in which he will investigate franchise applications in the Mexican states.

949.

April 14, 1930 - Appointment of M. K. Ledyard as manager of the Custom Body Sales department was announced.

950.

April 21, 1930 - Central States Motors, St. Louis, Mo., under the direction of L. P. Hambuechen as president and general manager, were appointed distributors for that territory.

Formal opening May 1, 1930.

With this announcement came also the cancellation of our service arrangements with the Franklin Motor Car Company (A. E. Spielberg), and discontinuance of our Branch operation at that point.

951.

April 22, 1930 - Cannon Ball Baker, in his 145 Franklin Sedan, established a new high speed for mountain driving, in his run from KNOXVILLE to CHATTANOOGA. An average of 65 miles the hour for the 103 miles -- thereby halving train time for the distance, and clipping 24 minutes, 50 seconds from the fastest former automobile record made by a straight 8 Roadster.

952.

April 25, 1930 - Cannon Ball Baker in a 145 Sedan drove over the steep 14-mile course from the Patten Hotel in Chattanooga to the top of Lookout Mountain in 17 minutes 39-1/2 seconds, affording an exceptionally high average of 47.58 miles an hour, or 6.72 miles an hour speedier than the former record.

953.

April 1930 - Cannon Ball Baker rolled his 145 Sedan up the steep four-mile slope of Afton Pass, most notorious grade in Central Virginia, covering the distance in 5 minutes 36-1/5 seconds. This gave him the splendid climbing average of 42.83 miles the hour.

954.

May 1, 1930 - The proportion of export shipments of Franklin automobiles to total volume of shipments during the first four months of 1930 increased 16% over a comparable period in 1929.

955.

May 15, 1930 - Mr. Franklin and his chauffeur, Elmer Rinehart, met with an automobile accident near South Charleston, Ohio. Mr. Franklin was taken to the Mount Carmel hospital in Columbus.

On May 25, Mr. Franklin recovered sufficiently so as to be able to return to Syracuse, where he continued his rest.

956.

May 1930 - At the Detroit Aircraft Show only one airplane shown carried a water-cooled motor. There were seven vertical in-line air-cooled jobs at the show; three inverted in-line air-cooled engines, and 79 radial engined planes.



957.

May 18, 1930 - The Transcontinent Sedan was first announced.  
958.

May 26, 1930 - The distance of 110 miles of rolling highway between INDIANAPOLIS and FRENCH LICK, IND. was made by Cannon Ball Baker in a 145 Franklin Sedan in one hour, 39 minutes, 42 seconds, for a new high average record of 66.2 miles the hour.

959.

June 1, 1930 - John J. Hines, assistant advertising manager, resigned, effective this date.

He was succeeded by C. W. Seeley, formerly employed in the Franklin advertising department for several years.

960.

June 9, 1930 - The new telephone system, known as No. 7, was cut over on this day. It combines Bell and Automatic systems and Code Call system, making for greater efficiency and flexibility of service.

New booth located on east side, fourth floor, office building.

961.

June 23, 1930 - In line with the leading hotels and stores, the Franklin factory and offices operate on Daylight Saving Time for the period of June 23 to September 1.

962.

June 24, 1930 - The War Department, Washington, has awarded contracts for 876 airplane engines to be installed in 402 new airplanes, contracts for which were recently announced. Of the total number of engines, 684 are to be the well-known "Wasp" air-cooled motor made by Pratt and Whitney Aircraft Company, Hartford, Conn.

963.

June 30, 1930 - Franklin Air-Cooling Wins in U. S. Army Tank Tests -- The Franklin Air-Cooling Tank outclimbed and far outspeeded entire field of water-cooled tanks in grueling grind at Ft. Meade.

964.

July 6, 1930 - Resignation of Cannon Ball Baker accepted, effective this day.

965.

July 16, 1930 - The regular quarterly dividend of  $1\frac{3}{4}\%$  on cumulative preferred stock of the H. H. Franklin Manufacturing Company was declared at a meeting of the directors, held this day, payable August 1 to stockholders of record July 20.

966.

August 7, 1930 - Effective this day, Mr. William Pase was awarded the New York Franklin distributorship, succeeding the Hulett Motor Car Co., Inc.,

Mr. Pase has been selling Franklins since 1928 -- first at Huntington, L.I., and since August of 1929 he has operated the Brooklyn dealership under New York.

Mr. M. R. Stierheim, formerly factory representative for the New York District, will serve as general manager of Mr. Pase's organization.

967.

August 7, 1930 - Landon Townsend, who acted as wholesale manager for the New York distributorship during the past year, appointed District Manager for the Factory.

968.

August 9, 1930 - E. W. Frazar, Franklin distributor in Tokio, Japan, visited the Factory.

969.

August 16, 1930 - The third annual outing of the New England Franklin dealers was held on this day, at the Black and White Inn, Marlboro. Over two hundred Franklin dealers from all over New England were present.

970.

September 1930 - Chief Engineer E. S. Marks has been nominated Vice President of the Society of Automotive Engineers, representing passenger car engineering. Mr. Marks, the unanimous choice of the nominating committee, is a member of the Buffalo Section of this Society.

971.

September 15, 1930 - Mr. Franklin offers special bonus of \$25.00 to each retail salesman on each car he sells, providing the quota set for his distributorship for the period of September 1 to October 31 is equalled. This bonus is known as the President's Bonus.

A number of the distributors have agreed to match this bonus to the salesmen, or have offered an additional inducement.

972.

October 3, 1930 - Resignation of Mr. J. Jay Dougherty, as Assistant Secretary and Treasurer of the Franklin Company, took effect on this date.

973.

October 2-12, 1930 - The Paris Automobile Show - known on the Continent as the Paris Salon, held during this period. Franklin stand considered the best Franklin has had during the three years it has exhibited. Three cars and a motor were shown.

Ed G. Willems, export counsel, and Wm. L. Nicoll, Franklin European representative were present.

974.

October 1930 - As a result of the series of recent tests of a Franklin-powered regulation army tank at Ft. Meade, Md., the United States Army placed an order with the Factory for six Series 14 motors for use in standard seven-ton Army tanks.

975.

October 1930 - Franklin is the fifth oldest car made in the United States today.

976.

October 1930 - W. W. Garabrant of Utica, N.Y., Franklin dealer in that city since 1913, was elected president of the Empire State Automobile Association at the recent annual meeting held in Syracuse.

977.

October 9, 1930 - Franklin dealers representing principal European countries were the guests of the Franklin Automobile Company at a luncheon held at the Circle Interallie in Paris, which was timed to coincide with the annual Paris Automobile Salon. Ed G. Willems, Franklin export counsel, and W. L. Nicoll, Franklin European Representative, were present.

978.

October 14, 1930 - Alfred Reeves, general manager of the National Automobile Chamber of Commerce, visited the Franklin Factory.

979.

October 16, 1930 - The London Show, known as the Olympia, opened on this date, at which a Franklin Limousine, Speedster, and the latest type Franklin motor were shown. Mr. Willems and Mr. Nicoll were also in attendance at this exhibition.

980.

October 16, 1930 - Representatives of eleven foreign countries were included in the delegation of 65 highway engineers and transportation experts who made a special trip to Syracuse

in order to visit the Franklin plant. The delegation included prominent engineers from France, Great Britain, Italy, Holland, Belgium, China, East Indies, Ireland, Norway, Sweden and Venezuela.

981.

October 27, 1930 - The initial presentation of the Series 15 Franklin took place on this date, when nearly 100 distributors and direct dealers from all parts of the United States and Canada gathered at the Factory to attend the 1931 sales conference.

Mr. Franklin acted as host at a luncheon given in the ballroom of the Onondaga Hotel. Mr. J.E. Williams, Vice President in charge of Sales, presided at the meeting.

982.

October 27, 1930 - A paper prepared by Capt. George H. Rarey formed the basis of an exceedingly interesting talk by this military authority before a large group of technical engineers and Franklin dealers from all parts of the United States and Canada who had assembled in Syracuse on this date to attend the world's first annual air-cooled Power Show. Latest type aviation engines, army tanks, armored cars and Franklin automobiles, all powered by air-cooled motors, were featured at this show. (See Special Dealers' Bulletin - Nov. 12, 1930).

983.

November 1930 - Chief Engineer E. S. Marks, chairman of the Syracuse Section of the Society of Automotive Engineers, was elected a member of the nominating committee of the society.

984.

November 27, 1930 - Robert K. Brockway of Syracuse secured control of the Ackerman Motor Car Company, Inc., Syracuse distributor, through the purchase of the stock interest held by S. E. Ackerman, following a meeting of the board of directors on this day, at which Mr. Ackerman resigned and Mr. Brockway was elected president.

985.

December 1, 1930 - Frederick J. Haynes, who made his start in the automobile industry with the Franklin Company 26 years ago, returned to the Franklin Company as vice president and member of board of directors.

986.

December 7, 1930 - E. G. Willems, export counsel; and E. J. Fenton, Latin-American representative for the Franklin Company, were at the Factory for their annual conference with Export Department officials here.

987.

January 3, 1931 - New York Automobile Show opened on Sunday, this date, the first time in the history of the Show that it has been open on Sunday, which is not only a convenience to the public, but to out of town dealers and salesmen as well, who are thus able to save one business day.

988.

January 4, 1931 - W. R. R. LaVielle, president of Franklin Motors, Incorporated, Franklin distributorship at Louisville, Ky., died on January 4. Mr. LaVielle had headed the Franklin organization in that city for the past six years.

989.

January 1931 - W. L. Nicoll, European representative and F. M. Blow, Franklin distributor at Paris, France, were present at the Factory for a conference with Export Department officials.

990.

January 5, 1931 - President's Luncheon during the New York Automobile Show was held in the Grand Ballroom of the Hotel Commodore. Meeting was very well attended. John E. Williams, Vice President in charge of Sales, acted as master of ceremonies. The various speakers included B.C. Forbes, noted writer of business topics and editor of Forbes Magazine; Captain Frank M. Hawks, who holds the transcontinental air record; Captain George H. Rarey, United States Army; Vice President Frederick J. Haynes, who met many of the dealers

for the first time; Chief Engineer E. S. Marks, and E.J. Carton of New York City, who topped the record of all Franklin salesmen in 1930.

Forty-nine members of the Producers Club were present at the luncheon, special tables being provided as an additional honor. Each man wore on his lapel a gold button, which is the insignia of membership in this unique organization. Large placards on four sides of the room announced the names of Franklin's Best One Hundred.

991.

January 5, 1931 - During his talk before the Franklin dealers at the President's Luncheon held in New York on this day, Capt. George H. Rarey gave particular stress to the successful test by the United States Army of Franklin air-cooled motors in standard Government tanks. He also stated that French Government is keenly interested in the results of the Army's tests of air-cooled motors in the United States.

992.

January 1931 - Franklin Convertible Speedster purchased by Captain Frank M. Hawks, was on display in the lobby of the Commodore Hotel during the New York Automobile Show, and created considerable interest.

993.

January 1931 - Driving his Series 12 five passenger Sedan, Lieut. Commander Charles S. Stephenson of the United States Naval Hospital, New York City, made an exceptional run, covering 1037 miles between the State House in Nashville, Tenn. and his apartment in 55th Street, New York, in 32 hours, 50 minutes, which is only 5 minutes under train time for the route of 1100 miles between those two cities.

994.

January 13, 1931 - The first sales meeting of the Philadelphia distributorship for the year was held on Tuesday noon, Jan. 13, at the Penn Athletic Club. Sixty dealers and salesmen attended. John E. Williams and M. K. Ledyard attended from the Factory.

995.

January 14, 1931 - Robert K. Brockway, president of the Franklin Brockway Motor Car Company, Syracuse distributor, acted as host to his entire sales organization at a luncheon held at the Hotel Syracuse on Wednesday noon, January 14. Dealers and salesmen were present from practically every outlying town in Syracuse territory. E. C. Seaton represented the Factory at this luncheon, followed by a sales meeting held at the distributor's headquarters on West Genesee Street.

996.

January 15, 1931 - A handsome silver cup and \$100 in cash were presented to Mr. Harry H. Huxtable, salesman for the Syracuse distributorship, as the result of a contest staged by that distributorship from June 15 to the end of last year, the two awards being made to the salesman producing the largest amount of business judged by dollar volume in both new and used cars.

997.

January 19, 1931 - For the first time in the history of national S.A.E. meetings, Franklin engineers were invited to read a paper at the annual meeting of that society at Detroit on Monday, January 19. The paper entitled, "Development of the Franklin Direct Air-Cooled Engine", and written jointly by Chief Engineer E. S. Marks and C. T. Doman, was read at the meeting by Mr. Doman, and was followed by an open forum in accordance with the usual procedure. Admissions were freely made at this meeting that 1931 Franklin is a noteworthy development and that its efficiency gives the industry "plenty of food for thought".

998.

January 1931 - S. B. Dodge, general manager of the Franklin Motor Car Company, Franklin distributors at Atlanta, Ga. was elected first vice president of the Atlanta Automobile Dealers Association.

999.

January 23, 1931 - Three officers of the Japanese Army visited the Franklin Factory on this day as a result of the successful tests made by the United States Army with Franklin air-cooled engines in tanks, armored cars and other army equipment.



These officers spent the day inspecting methods of manufacture at the Factory and in consultation with Franklin engineers and with Export Manager L.B. Benham, regarding the possibility of using Franklin air-cooled engines in the Japanese Army.

1000.

January 26, 1931 - Mr. Franklin was unable to attend the President's Luncheon for Franklin dealers and salesmen, held at the Crystal Ballroom of the Blackstone Hotel, Chicago, during the national automobile show. John E. Williams, vice President in charge of Sales, presided over the sales meeting which followed the luncheon, and read the telegram sent by Mr. Franklin.

Highlights of the meeting included talks by Vice President F.J. Haynes, who met the Mid-West Franklin organization there for the first time; Vice President John E. Williams, who spoke on salesmanship; Chief Engineer E. S. Marks, who outlined Franklin engineering developments for 1931; Dr. Edward J. Cattell of Philadelphia, who delivered a stirring inspirational address; and Harry Matthews, vice president of the Commercial Credit Companies.

Special tables were reserved for the Producers Club.

1001.

January 26, 1931 - At the dealers conference in Chicago during the Automobile Show, Mr. Haynes cited -- "It will be thirty years in June since Franklin began the development of the air-cooled engine, and right now the full fruits of his indomitable effort and courage are literally bursting forth and taking on importance which carries opportunity to the door of every Franklin dealer."

1002.

January 26, 1931 - F. J. Edwards, head of Franklin Sales Co., Franklin dealership in Milwaukee, was elected president of the National Automobile Dealers Association, at their annual meeting in Chicago during the week of January 26.

1003.

January 28, 1931 - At the annual meeting of the stockholders of the Franklin Automobile Company, on this date, the following officers and directors were elected:

**Officers:**

H. H. Franklin, President  
J. E. Williams, Vice President in charge of Sales  
F. A. Barton, Secretary & Treasurer  
K. F. Barton, Assistant Secretary & Treasurer

**Directors:**

H. H. Franklin  
F. J. Haynes  
F. A. Barton  
J. S. Styron  
J. E. Williams

1004.

January 28, 1931 - At the annual meeting of the stockholders of the H. H. Franklin Manufacturing Company, on this date, the following officers and directors were elected:

**Officers:**

H. H. Franklin, President  
F. J. Haynes, Vice President  
F. A. Barton, Secretary & Treasurer  
K. F. Barton, Assistant Secretary & Treasurer

**Directors:**

H. H. Franklin  
Giles H. Stilwell  
E. H. Dann  
F. J. Haynes  
J. S. Styron  
F. A. Barton  
Ralph Murphy  
Herbert Hess

1005.

January 29, 1931 - W. L. Nicoll, European representative, sailed from New York on the Steamship "Europa", bound for Europe, on the night of January 29.

1006.

February 1931 - The Export Department has begun to issue special Factory Service Bulletins in Spanish for Franklin dealers in Mexico and South America. These new bulletins will be published as frequently as the regular Factory Service Bulletin.

1007.

February 1931 - Inasmuch as the discussion of air-cooling formed one of the principal topics at the National S.A.E. Meeting in Detroit, the S.A.E. Journal, publication of that society, devoted liberal space to the meeting's discussion of that topic in its February issue.

1008.

February 3, 1931 - C. T. Doman, Franklin research engineer, read at the meeting of the local section of the S.A.E. Society, held at the Hotel Syracuse on February 3, the paper entitled "Development of the Franklin Direct Air-Cooled Engine", written jointly by Chief Engineer E. S. Marks and Mr. Doman, and which was one of the highlights of the National S.A.E. meeting held in Detroit on January 19.

1009.

February 19, 1931 - For the first time in the history of the Company, Franklin was represented this year at the Berlin Automobile Show held at the German capital from February 19 to February 28.

1010.

February 20, 1931 - At the annual meeting of the Franklin Illinois Company, held February 20 at Chicago, the following officers and directors were elected for the ensuing year:

**Officers:**

Frederick J. Haynes, President  
John E. Williams, Vice President  
F. A. Barton, Secretary & Treasurer

**Directors:**

H. H. Franklin  
Frederick J. Haynes  
F. A. Barton  
John E. Williams  
Marshall Allen

1011.

March 1931 - The N.E.A. News Service which furnishes feature stories on important topics for prominent newspapers throughout the country, recently released a story entitled "Reveal Improved Air-Cooling" that has been widely printed and commented upon. The story deals with the recent discussion of air-cooling by the Society of Automotive Engineers at their Detroit meeting, this discussion proving the highlight of that meeting.

1012.

March 8, 1931 - The biggest demonstrating campaign in Franklin history was opened on March 8. This campaign capitalizes on public interest in Captain Hawks' purchase of a Franklin. Mailing campaign important part of job. Attainment of demonstrating quotas paves way for sales and profits.

1013.

March 1931 - L. J. Purdy resigned as factory Manager of the H. H. Franklin Manufacturing Company, effective March 15.

1014.

March 14, 1931 - Personal charge of all departments of manufacture of the H. H. Franklin Manufacturing Company was assumed on Saturday, March 14, by Frederick J. Haynes, vice president and general manager, following the resignation of L. J. Purdy, former factory Manager.

Appointment of Frank J. Leyerle as his immediate assistant in the direction of factory operations was announced by Mr. Haynes. Mr. Leyerle will remain in charge of the service and spare parts departments of the company, as heretofore.

1015.

March 18, 1931 - Joseph E. Babcock was promoted on March 18 to Production Manager in direct charge of all shop operations, according to announcement by F. J. Haynes, vice president and general manager.

1016.

April 1931 - The National Air Show for 1931, at which more than one hundred airplanes of diverse sizes and shapes were shown in Detroit last week, was almost entirely air-cooled. As a matter of fact, out of all the ships at the show, only two were water-cooled. From this it will be seen that air-cooling continues to be regarded by the greatest aeronautical authorities of the day as the only logical means of cooling airplanes, large and small.

1017.

April 1931 - Following the receipt of a number of similar orders in recent months, the United States Army has placed with the Factory an order for two more Franklin Series 15 stock motors for use at the Quartermaster's Department at Camp Holabird, Maryland. In addition, an inquiry has been received from Army Headquarters at Washington concerning the purchase of a large additional number of Franklin stock engines.

Chief Engineer E. S. Marks and Research Engineer C. T. Doman, paid a visit to Camp Holabird and Fort Meade recently and report that Franklin-powered vehicles are now undergoing most strenuous maneuvers at Fort Eustis, Va. Six seven-ton Franklin-powered tanks at Fort Meade are being put through their paces every day alongside water-cooled tanks of the same weight.

At Fort Eustis, also, the Quartermaster's Department is subjecting a fleet of twenty-one Franklin-powered trucks and armored cars to a series of most rigorous tests. Two Franklin-powered trucks are being tested out by the Army in the Philippines and two more in Texas, according to Mr. Marks.

1018.

April 1931 - Dr. H. C. Dickinson, chief of the heat and power section of the Bureau of Standards, Washington, D.C. visited the Factory during the mid part of April. Dr. Dickinson has a national reputation in aeronautical circles and has charge of aircraft and automotive engine research for the U. S. Government.

1019.

April 1931 - Advance of four places in the ranking of automobile manufacturers according to volume of output reported by the N.A.C.C., is the record of Franklin for the first quarter of 1931, compared with the ranking of the same period of 1930.

1020.

April 1931 - Colonel Charles A. Lindbergh has taken delivery of a Series 15 Speedster for his personal use. The Colonel's Series 14 Convertible Speedster was a familiar sight in and about New York City for the past year.

1021.

April 27, 1931 - Vice President and General Manager F. J. Haynes attended the U. S. Chamber of Commerce Convention opening at Atlantic City on Monday, April 27.

1022.

April 1931 - Martin M. Branner, the well-known cartoonist who draws the Winnie Winkle serial, has taken delivery of a new DeLuxe seven-passenger Sedan.

1023.

April 1931 - A picture of his Series 15 DeLuxe Franklin car and his air-cooled plane will be shown in Captain Hawks' new book "Speed", to be published by G. P. Putnam's Sons. This same house, which will also publish a book on the Autogiro, has asked for a photograph of Amelia Earhart and her Franklin air-cooled car.

1024.

May 1931 - The promotion of Percy M. Hughes, Jr. to the newly created post of Materials Manager, is announced by Frederick J. Haynes, vice president and general manager. Mr. Hughes is now in direct charge of purchasing, materials control, scheduling of materials, shipping, salvage, and in addition will continue to direct the spare parts and accessories departments of which he has been the head for a number of years.

May 1931 - McKinley-Gregg Automobile Company, Franklin distributors in Pittsburgh, Pa., have been awarded a contract by the municipal government of that city to furnish a DeLuxe seven-passenger Sedan for the Chief of the Fire Department, and a DeLuxe five-passenger Sedan for the Assistant Fire Chief. This makes six new Series 15 Franklins that the McKinley-Gregg organization have sold to the City of Pittsburgh so far this year.

1026.

June 1931 - A readjustment in manufacturing procedure went into effect June 1, whereby full time operation of the plant during the two weeks between June 15 and June 30 was substituted for intermittent operation week by week throughout the month. The various departments of the Factory were shut down from June 1 to 15. Offices were not closed during that period, and shipments were made on orders in the regular manner, but all employees were on half-time basis, two people alternating so as to have an operating force at all times.

1027.

June 5, 1931 - Frederick J. Haynes, vice president and general manager of the H. H. Franklin Manufacturing Company, was elected Treasurer of the National Automobile Chamber of Commerce, at a meeting of that organization in New York City.

1028.

June 5, 1931 - Mr. Franklin attended the meeting of the N.A.C.C. in New York City as representative of the H. H. Franklin Manufacturing Company, at which meeting Mr. Haynes was elected Treasurer of that organization.

1029.

June 15-19, 1931 - Ralph Murphy and E. S. Marks attended the Annual Summer Meeting of the Society of Automotive Engineers held at White Sulphur Springs, W. Va.

1030.

June 1931 - M. K. Ledyard, manager of custom car sales, is staging a series of exhibitions featuring the Derham Town Berline, in a number of important eastern cities including Utica, Albany, Pittsfield, Springfield, Hartford, New Haven and Bridgeport. Arrangements have been worked out so that this exhibition will be extended into some of the smaller cities.

1031.

June 18, 1931 - A recent issue of "Omnia", French automotive authority, devotes liberal space to a description of the Franklin engine. The article traces the history of the developments of the Franklin motor from the earliest days, describing the various changes in the cooling method up to the present time.

1032.

July 1, 1931 - This date marks the date when Mr. Franklin started the development of a new air-cooled automobile that was destined to revolutionize engine design. This fact is being capitalized on in the form of an Anniversary Campaign throughout the month of July, giving dealers an excellent opportunity for local publicity, for spectacular demonstrations, and generally to capitalize on widespread public interest in air-cooling.

1033.

July 1931 - Air-cooling is again the dramatic motor principle! Post and Gatty, depending on a single motor for their round-the-world trip, emphatically chose Air-Cooling. This was quite a coincident, inasmuch as these two dauntless fliers completed their trip around the globe in the amazing interval of less than nine days, ended at Roosevelt Field on July 1, just thirty years to a day from the time when Mr. Franklin hired John Wilkinson to build for him a successful air-cooled motor for an automobile.

1034.

June 1931 - Through the courtesy of Robert K. Brockway, president of the Franklin distributorship in Syracuse, five DeLuxe Franklins headed the parade which was part of the celebration given in honor of Mayor Rolland B. Marvin, who returned from France in company with a large delegation of mayors from



prominent cities. Several hundred automobiles were in the parade. Mayor Marvin and Mrs. Marvin rode in a 7Pass. Pirate Phaeton with the top down, while the DeLuxe Sedans were placed at the disposal of other people prominent in local public life.

1035.

July 3, 1931 - Edward P. Seeber, Rochester, N. Y. distributor, died on July 3 after an illness of a few days.

1036.

July 4-25, 1931 - The Franklin was chosen as the official car for executive use in connection with the Seventh National Air Tour for the Edsel B. Ford trophy and the Great Lakes trophy. The National Air Tour was scheduled to visit fourteen states and cover 6,000 miles in twenty-two days.

1037.

July 15, 1931 - Scores of dealers and salesmen from every part of the East came to Syracuse on Wednesday, July 15, to participate in the Thirtieth Anniversary driveaway, the second largest in the history of the Company. Driveaway breakfast was tendered by the Sales Department at Drumlins.

1038.

July 21, 1931 - A telegram was received from the Quartermaster's Department of the United States Army at Camp Holabird, Maryland, requesting immediate shipment of three more stock Series 15 Franklin engines.

1039.

July 23, 1931 - As a fitting personal tribute to Franklin's Thirtieth Anniversary of air-cooling and to the kind of amazing performance that for five years past he has been able to secure in desert country from Franklin -- and from Franklin alone -- Walter Scott, known the world over as "Death Valley Scotty", made a successful 104-mile low-gear run in Death Valley, California, in his Franklin Coupe. The actual running time was 7 hours and 12 minutes. The outside temperature reached a maximum of 136 degrees. The heat was so intense that the photographer was overcome.

1043.

July 17, 1931 - A Series 15 Pirate was a prominent part of the picture in connection with the welcome extended on July 17 to Otto Hillig and Holger Hoiris, who were given the traditional keys of New York City after making a New York-Copenhagen, Denmark flight. Tens of thousands of people lined the streets of lower New York to witness the triumphal return of the fliers, who were seated in the Pirate, furnished through the courtesy of William Pase, president of the New York City distributorship.

1041.

July 30, 1931 - The Quartermaster's Department of Camp Holabird, Md. has just placed an order with the Factory for a 150-horsepower air-cooled motor built to special specifications of Government engineers for use on an Army 10-ton truck. This is the 29th Franklin motor ordered by Holabird since early May.

1042.

July 1931 - The Japanese Army has placed an order with the Factory for a Series 14 Franklin engine for testing purposes in government laboratories in Japan. A delegation of prominent Japanese officers recently made a special trip to Syracuse in order to learn more about Franklin air-cooling, and the visitors were much impressed with Franklin quality methods. The delegation had previously witnessed a number of United States Army tests of stock Franklin motors in tanks and cavalry wagons.

1043.

July 31, 1931 - \$1,000,000 worth of Transcontinents sold during the last week of July.

1044.

July 1931 - The magnificent dependability of a single air-cooled motor was once more demonstrated in spectacular fashion as the result of the new world's record non-stop flight made by Russell Boardman and John Polando from New York City to Istanbul, Turkey, in 49 hours and 20 minutes. The flight of 4,986 miles across the Atlantic Ocean and all of Europe was accomplished in a Bellanca plane powered by a single 300-horsepower Wright radial air-cooled engine. Like Lindbergh's

celebrated hop from New York to Paris, this latest achievement was eminently successful in that Boardman and Polando reached their objective precisely as planned and with no stop enroute.

1045.

Aug. 29, 1931 - The following Associated Press Dispatch, featured in newspapers throughout the country, is the latest indication of the U. S. Army's increasing interest in air-cooling and is a logical development of the successful Army tests of Franklin air-cooled motors in tanks, armored cars, crash trucks and ambulances during the past year.

"WASHINGTON, Aug. 29. (AP)--

Pointing out numerous disadvantages in the water-cooled machine gun now in use by the Army, the infantry board has recommended to the chief of ordnance that a heavy air-cooled gun of the greatest possible efficiency be developed.

The war department has already begun the task and expects to complete a preliminary design before January 1.

The board said the water-cooled gun has disadvantages because an anti-freeze solution must be added to the water in winter, and in arid regions necessity of water may incapacitate the gun.

The infantry board recommended development of an air-cooled machine gun within the weight limit (37 pounds) of the present water-cooled Browning machine guns."

1046.

Aug. 31, 1931 - Another Army officer chooses a Franklin. Captain Malcolm Craig of the United States Army took delivery of a black Transcontinent Sedan which he drove away from the Factory on Monday, August 31. This is Captain Craig's first Franklin, although a number of his close friends in the Army, including Captain George H. Rarey, have been converts to air-cooling for some time. Captain Craig has been stationed in the Canal Zone for the past four years, but has just been transferred to the University of Vermont at Burlington, where he will act as an instructor of infantry.

1047.

Aug. 1931 - Raritan Arsenal, Metuchen, N.J., which comes under the jurisdiction of the Ordnance Department, has just placed an order for a Series 15 Franklin motor to be used in classroom work in the Field Service School at that point.

1048.

Aug. 1931 - The controlling interest in the Franklin distributorship in Atlanta, Ga. held by C. H. Johnston has been purchased by W. M. Hull and Frank R. Beall. Both men have been identified with the distributorship for a long time, Mr. Hull in the capacity of vice president and service manager, and Mr. Beall as a member of the sales staff. Mr. Hull now becomes president in charge of service, and Mr. Beall vice president and treasurer in charge of both the sales and financial end of the business. S. B. Dodge has been elected secretary and will continue in a sales capacity.

1049.

Sept. 4, 1931 - Eleven Franklin DeLuxe models furnished through the courtesy of Franklin Factory executives and the Syracuse distributorship, played a prominent part in the big parade staged in Syracuse by the American Legion, the annual New York State convention of which was held here. The five miles long parade took more than two hours to pass the reviewing stand. The Franklins were used to carry prominent Legion officials and thirty gold star mothers.

1050.

Sept. 7, 1931 - Wallace L. Wilcox of Providence, R. I., Franklin's oldest dealer from the point of view of years of service, and who completed his 27th year as a Franklin dealer on May 1, died Monday evening, Sept. 7, after an illness of more than a year.

1051.

Sept. 1931 - Major H. R. Fleet, president of the Consolidated Aircraft Corporation, Buffalo, N. Y., has just taken delivery of a new Series 15 DeLuxe Convertible Coupe, a Series 14 Convertible Coupe being turned in on the deal.